THE TECHNICAL RESOURCE FOR THE PHYSICAL & ELECTRONIC SECURITY SPECIALIST

LOCKSMITH LEDGER International

December 2021
Volume 81, Number 12

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The Best of 2021

New Products of Distinction

- Security at the Gate
- Selling Decorative Hardware
- Access Control Accessories
- Safe Opening 101

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Get The Perfect EXIT Strategy

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Locksmith Ledger analyzes the results of our survey of qualified subscribers to paint a picture of the forces affecting North American locksmiths and security pros and quantify those effects on market performance. Subscribers can download the full 2021 report at **locksmithledger.com/21239611.**

COVID-19 Coverage:
Find all of Locksmith Ledger's COVID-19 coverage in one place, including company updates, training opportunities, event cancellations and postponements, applicable door hardware products and the latest news at **www.locksmithledger.com/covid-19.**

Know Your Distributor 2021:
Looking for a locksmith distributor in your area that sells electronic access control and has overnight shipping and online support? Download the Know Your Distributors 2021 guide in PDF format at **www.locksmithledger.com/ 21217369.**

Calendar of Events:
Looking for a security industry event to attend? Our Calendar of Events lists upcoming online educational opportunities, plus trade show cancellations and date changes because of COVID-19. View them at **www.locksmithledger.com/events.**

Online Buyers Guide Updated Daily:
Want to know who to contact in more than 200 specific product categories? You also can use our comprehensive Online Buyers Guide to connect with manufacturers and distributors that serve every niche of the security market. Search for individual products by company or product type. Visit **www.locksmithledger.com/directory.** Manufacturers and distributors that serve the industry can update their information throughout the year here: **cygnuscorporate.wufoo.com/forms/zlc3m3r17mbsp4.**

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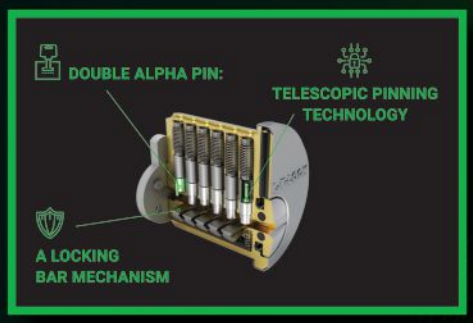

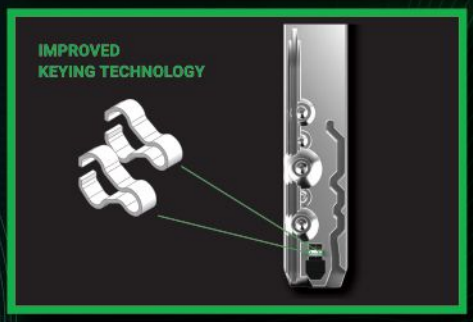

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by Steve Lasky, Editorial Director

The DIY Formula for Successful Locksmiths

Mark Berger, the CEO of Securitech, remembers an incident that happened about 30 years ago. He had stopped by a hardware store on his way to a locksmith association meeting in Michigan. Playing dumb, Berger asked about the differences among the deadbolts on the store's shelves and told the clerk that he wasn't handy. "No worries," replied the clerk, telling Berger he could have the stock clerk come by after work to install one for only 10 bucks.

The early world of Do-it-Yourself door hardware and locksmithing was a subtle nudge from the local hardware store. The big-box superstores had yet to explode across the country, so DIY wasn't a threat to local locksmiths. But after some security vendors saw an opportunity to serve the DIY market, suddenly, the locksmith market had company.

It's a quandary that has some locksmiths wondering what the effect of a growing DIY universe might have on their future, particularly in the wake of a lingering COVID-19 pandemic that has crippled building starts and slowed retrofits. Larry Schwalb, a veteran security engineer with Houdini Lock & Safe in Philadelphia, says most locksmiths experience great difficulty competing on DIY items.

"The DIY retailers, such as Lowes, Home Depot and now Amazon, have direct purchase relations with lock manufacturers," Schwalb says. "Locksmiths are cherry-picked by consumers for knowledge, specialized lock accessories and rare keys. Often, the price quoted on some things from a locksmith supplier is the same if not more than Amazon or a home center. The answer is diversification and charge for what you know."

Tom Lynch, CRL, founder of the Society of Professional Locksmiths, says DIY has affected those who haven't adapted to market changes.

"I have asked several guys about this, and their responses are all the same," he says. "What they lost in the DIY side, they gained by finally using alternative valued engineered products, reserved keyways, etc. They're selling service more or baking their labor into the price of the products."

Wayne Winton, owner of Tri-County Locksmith Service in Glenwood, Colorado, follows that logic.

"To simplify, I offer flat-rate installed pricing," he explains. "If the customer supplies the lock, I charge for the service call and a minimum one-hour [of] labor to cover the cost and loss of the sale. I provide no warranty on customer-supplied locks. Embrace the current times and trends, pivot your business to match them and still profit."

Berger concludes that locksmiths have to differentiate themselves via a professional image, effective brand marketing and limiting themselves to higher end products to justify their value proposition.

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2021's Top Products

Every December, Locksmith Ledger presents our Best of lists for the current year, showcasing new products and technologies. Our 2021 coverage includes four sections:

- Best Electronic Access Control, beginning on page 12.
- Best Mechanical Locking Solutions, beginning on page 20.
- Best Keys, Tools and Equipment, beginning on page 24.
- Top New Products, beginning on page 28.

Best Electronic Access Control: Products and technologies include Alarm Lock's AirAccess cellular-based EAC system, the Best Switch Kit wireless smart-cylinder technology, CyberLock's second-generation cylinder, the easy-to-install Ditec HA7 low-energy door operator from Entrematic, the HES ES100 wireless electric strike, LCN's modular 6400 COMPACT low-energy door operator, the Paxton10 platform that combines EAC and video surveillance and the SALTO Neoxx electronic padlock.

Best Mechanical Locking Solutions: Corbin Russwin and SARGENT introduced a premium bored cylindrical lock, known as the CLX3300 for Corbin Russwin and the 10X for SARGENT. The new Kwikset Schlage C (SC1) keyway features Kwikset's SmartKey technology. Medeco's M4 high-security key system provides patent protection through 2040, while the MTL800 high security keyway from Mul-T-Lock is built on the well-known MT5+ platform and is patent-protected through 2039. TownSteel's m-Genius mechanical interconnected lock is expected to receive the industry's only ANSI/BHMA Grade 1 designation.

Best Keys, Tools and Equipment: Products in this category run the gamut from stretchy key tags to high-tech key machines to tools that make pinning and capping fast and easy. On the key-machine front, American Key Supply unveiled its Black Widow, a full-featured key-cutting machine that can cut commercial, residential and automotive keys by code. Ilco released the Flash Mobile for on-the-go locksmiths. For key codes, Framon has released version 21 of its Genericode software. KSP's capping press simplifies IC pinning, and new tools from LAB include a six- or seven-pin decapping tool and followers. Lucky Line introduced colorful key bands that shrink when exposed to heat and form-fit over key heads.

Top New Products: Based on Google Analytics and page views, Locksmith Ledger announces our 20 top products for the year 2021. Only products published after Aug. 1, 2020, were considered. We present the list in alphabetical order.

- ABLOY USA Critical Infrastructure Key-In-Knob Cylinder
- Adams Rite Pullman Rim Exit Device
- American Security BF Security Series
- BEST ADA Rim Cylinder Thumbturn
- Codelocks Gate Lock Kits
- Framon Genericode Version 21
- HES ES100 Electric Strike
- Ilco Flash Mobile
- Keyline K and L Clamp Kits
- KSP Capping Press
- Kwikset SC1 Keyway
- LA GARD (dormakaba) 700 Series
- LOCINOX FortiMa Gate Latch
- LockeyUSA SUMO GL2LINX Chain Link Adapter
- Lockmasters Little Black Box AMSEC Update
- Lucky Line Key Shapes
- Medeco 4
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- STRATTEC Remote Keyless Entry Fobs
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by Locksmith Ledger Staff

Best of 2021: Electronic Access Control

Features that deliver ease of use and installation help to make new products that provide electronic security stand out.

Just as it has with other industries, the introduction of electronics into the security industry has resulted in more features and more convenience. With respect to certain high-value locations, electronics also provides more security, and providing security remains job one for the locksmith or security pro.

Electronic access control (EAC), of course, is aimed at allowing only authorized people to unlock a lock and open a door while preventing unauthorized people from doing the same, just as mechanical locking solutions do. However, EAC also provides for instant and remote monitoring, credential issuance and audit reports of all activity. As a result, EAC also delivers "key" control beyond what mechanical systems can provide after a security system reaches a certain size.

Spurred on by the pandemic, touchless access has become an important consideration when determining the safety level of buildings, and electronics certainly allows for hands-free openings when desired.

Naturally, electronics is becoming increasingly important to locksmiths. According to our State of the Industry report, 85.8% of respondents say they expect to include electronic locking solutions to some degree in their product offerings within three years.

Manufacturers continue to vie for position in those locksmith shops and vans, and 2021 saw a large number of electronic locking solutions released into the market, even as product delays as a result of the pandemic pushed a few planned releases into the next year.

Following are EAC solutions that stood out in 2021.

Alarm Lock AirAccess

AirAccess is a cellular-based EAC system from NAPCO Security's Alarm Lock division.

» Alarm Lock AirAccess cellular communicator

AirAccess takes Alarm Lock Trilogy Networx and ArchiTech Networx wireless locks and NetPanels, on existing and new installations, to a new real-time platform that combines intuitive cloud-based software and easily networked cellular communications that requires no client network, firewall or ISP access.

The AirAccess App, which includes built-in free mobile credentials, provides an affordable hosted solution aimed at small and medium businesses, from a few doors and users to hundreds of each.

AirAccess is the first cell-based hosted access control system. It's virtually wire-free from the cloud to the door and uses Alarm Lock access technology plus cellular communications that make the network connections, independent from your customer's

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- **Wireless keyless access solutions for all doors,** from mortise, to narrow stile, to exit devices. Cylindricals simply retrofit standard locksets in about an hour.
- **Smart Apps for lock users or security managers, including mobile credentials**

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networks, so there are no IT department or ISP issues.

AirAccess' dependability is built in with a foundation of StarLink Cell Communications and Alarm Lock Trilogy Networx Access Control Locks and Panels that have standard Wiegand readers at the door. You can mix or match.

More info: airaccesscontrol.com

BEST Switch Kits

BEST Switch Kits, from dormakaba, are the latest offering of the company's innovative Switch Tech wireless smart-cylinder technology. The foundation of Switch Tech is the Switch Core, a battery-powered small-format interchangeable core (SFIC) that can provide EAC at any door where a mechanical SFIC is used in the lock. Retrofitting is a simple process of replacing the mechanical core, inserting the battery and setting up the lock through an app.

The Switch Kit consists of five Switch Cores, five fobs and five mobile credentials, along with a battery tool to pop the cap on the Switch Core and replace the battery when necessary. (A CR2077 lithium battery, which can be bought anywhere, like other common batteries, is expected to last two years with normal use.)

» BEST Switch Tech

The Switch Kit is aimed at facilities that want to introduce EAC on a smaller scale or expand an existing EAC system inexpensively. But it also is aimed at locksmiths and security pros who want to "get their feet wet" with regard to installing EAC without having to worry about wiring, says Dan Stewart, technical business development lead at dormakaba Americas. "Locksmiths have the opportunity to see, 'this electronic access control isn't that bad. I'll continue to grow and deal with it,'" he says.

Originally, Switch Tech was integrated with EAC software providers Lenel and Genetec to deliver access control and audit trails of activity, but Switch Kit is completely app-driven for further ease of use. The app allows a system administrator to change access schedules and credential assignment quickly while monitoring audit trails and even battery levels, Stewart says, by using the cloud for the communication and delivery of the information to the mobile device.

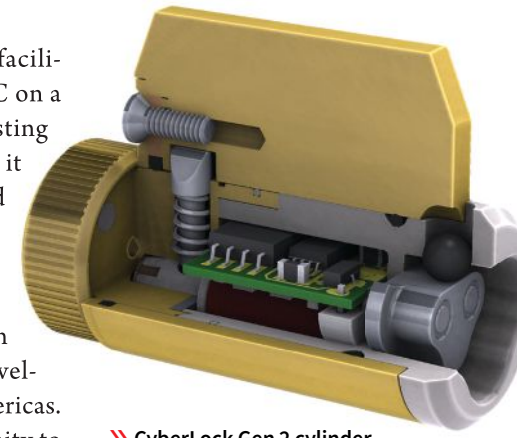
More info: timeforaswitch.com

CyberLock Gen 2

CyberLock released the second generation of its venerable CyberLock cylinder. Being part of the CyberLock system means that the Gen 2 cylinder uses an electronic CyberKey, which energizes the cylinder and allows a lock to open — as long as that key has access privileges to that lock for that day and time.

"Key-scheduling capabilities are big," says Jorie Nove, a sales and marketing representative of CyberLock. "I could say I want you to have access to these five doors Monday through Friday, 8–5, and outside of that schedule, you're going to be denied access."

The Gen 2 cylinder includes a faster processor and



» CyberLock Gen 2 cylinder

expanded memory. The result is CyberLock locks can produce an audit trail of up to the most recent 6,500 events, compared with 1,100 from the older generation.

The Gen 2 cylinder also features AES 256 encryption between the lock and the key, which Nove says is an advance of the older cylinder's proprietary encryption, and the cylinder can disable unauthorized keys if such a key touches the lock. Gen 2 cylinders also retain CyberLock's sealed keyway for IP68-rated durability and are drill-resistant and tamper-resistant.

The Gen 2 cylinder works with any of CyberLock's six second-generation CyberKey smart keys.

More info: www.cyberlock.com

Ditec HA7

The HA7 is the latest model in Entrematic's Ditec line of low-energy door operators.

It's aimed at retrofit installations in restrooms, offices and assisted-living facilities, and it can turn a manual door into a touch-free opening by adding a touchless actuator. The slim 1-7/8-inch height allows the

» Ditec HA7

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HA7 to blend in with the door frame or fit where other operators might not because of low ceilings or other clearance issues.

Two features make the HA7 stand out from an installation standpoint.

It's compatible with a 120VAC wall outlet and comes with an extension cord, "so, theoretically, anyone can install this operator on a door as long as they have an outlet within 20 feet," says Dan Wise, technical support specialist at Entrematic. "No electrician is needed. Customers also have the option of concealing the electrical connection in the ceiling or wall if they prefer that look."

The other feature is the ability to program, set up and control the HA7 through a mobile app. The app can set up an unlimited number of doors but can connect with only one at a time, Wise says. "You can use the app to open or close the door, but for doors that have a high volume of users — for example, restrooms — a push plate or wave plate is the ideal activation method," he adds.

The HA7 also allows users to have the door operator hold the door open all the way or partially and includes push and go, power assist and stop on stalls as features.

More info: www.enteranewera.com

HES ES100

The HES ES100 is a battery-powered electric strike that ASSA ABLOY is aiming at retrofits where EAC is desired but isn't already in place. Another target: locksmiths who lack wiring acumen.

"The beautiful thing about wireless electric release is that it cuts down on a lot of issues having to do with where the power is going to come from when you have to run an electric release and pull it through a door frame," says Larry Schwalb, security engineer at Houdini Lock & Safe in Philadelphia. "A lot of times we're dealing with mortar and concrete and stone, and that can be difficult."

» HES ES100

The fail-secure ES100 strike has the features of an HES 1500 (latchbolt) or 1600 series (latch and deadbolt) strike and connects with an included Securitron R100 reader through ASSA ABLOY's Aperio wireless technology. The ES100 can tie into an existing EAC system, thus providing audit trails, through an Aperio hub. The strike features a variety of interchangeable faceplates, which makes it compatible with nearly all cylindrical and mortise locksets, including those from BEST, Marks USA and PDQ.

Although it's called a wireless strike, installing the ES100 requires connecting a couple wires between the strike and reader and any latch- or door-position-monitoring option — but not hardwiring into the power grid. Instead, power is provided by two AA batteries in the reader. ASSA ABLOY says the ES100 is good for 45,000 cycles — 60-70 per day, Matt Branson, product manager of ASSA ABLOY Electronic Security Hardware estimates — or more than two years under normal use if LR6 lithium-ion batteries are used.

Replacing the batteries is as simple as removing a screw on the reader and then the reader cover. A micro-USB port on the reader provides a 5-volt emergency power source as well as local firmware updates.

The ES100 comes as a pre-paired kit that's configured in the factory or as field-configurable components. The former means the installer doesn't have to be Aperio-certified to install the strike, but they will be limited to a single door per hub.

The ES100 accepts a variety of low-frequency (125 kilohertz), high-frequency (13.56 megahertz) and Bluetooth and near field communications credentials, including iCLASS, MIFARE and DESFire cards and fobs and mobile credentials.

More info: www.assaabloyesh.com

LCN 6400 COMPACT

The 6400 COMPACT low-energy door operator is the latest product by Allegion to take modular design into consideration.

In this case, the aim is on retrofitting, because the design allows an installer to incorporate an existing LCN 4040XP mechanical closer into the 6400 COMPACT and turn the door operation electric. All that's necessary is a mounting plate and four screws. The 6400 COMPACT's motor gearbox connects directly onto the mechanical closer.

The goal is two-fold says Brad Sweet, commercial marketing

» LCN 6400 COMPACT

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leader for Allegion. One is to bring touchless as well as Americans with Disabilities Act conformity to the interior doors of a commercial building. The other is to simplify the installation.

"It's a one-person job," he says of installing the 6400 COMPACT. "If there's an outlet nearby, there's no need for an electrician," because the door operator includes a power cord. Sweet adds that the door operator, which includes its own power supply, even uses the same template as the 4040XP.

More info: us.allegion.com

Paxton10

Paxton's latest platform, Paxton10, is aimed at easing the integration of EAC and video surveillance, and the company notes that many users of both don't have their EAC tied to their video surveillance.

» Paxton10

"The reason was the complexity in stitching the two systems together," says Erin Fujioka, Western regional manager for Paxton. "It's a hassle. We realized we didn't make it simple enough and needed to do something about it."

The Paxton10 platform requires the use of the Paxton10 server that's connected to the internet through the local area network. From either a computer or mobile app, customers can manage access control, lock doors and view video — live or recorded — through the same system on-site or remotely. They also can do so for multiple sites through Paxton's encrypted cloud technology.

Paxton10 can include and manage up to 1,000 doors and 1,000 cameras on a single system by adding Paxton10 door controllers, readers (HID card or fob, Bluetooth mobile or keypad) and cameras. Paxton provides several camera options, including dome or bullet models, but Paxton10 also can incorporate third-party IP cameras into the system by connecting up to four cameras to a single Paxton10 video controller.

Paxton10 can integrate with Paxton's Entry video intercom system and its PaxLock smart locks, in addition to fire and intruder alarms, but it won't integrate with Paxton's Net2 EAC platform.

Fujioka says the server is plug and play, with options for PCB (printed circuit board) or Power over Ethernet (PoE) connectivity in addition to low-voltage hardwiring. Door controllers also can be wired or PoE-connected models.

As far as "discovery" and "commissioning," Fujioka uses the setup of a Paxton10 camera as an example. "You take it out of the box and plug it in," she says. "That camera will automatically be discovered" by the server through the network. "You give [the camera] a name, press 'Done,' and it's configured. It cannot be simpler."

More info: www.paxton-access.com

SALTO Neoxx

The Neoxx padlock extends real-time electronic security to places never before thought possible: oil fields, utility stations, perimeter gates and the like.

At the heart of the Neoxx is SALTO Systems' NEO smart cylinder. This means that in addition to bringing mobile credentialing and monitoring to the padlock, the padlock also can be tied into a complete SALTO access control system.

» SALTO Neoxx

"This is not just an electronic padlock; it's a complete locking platform," says Luis Saldana, SALTO's technical director of North & Latin America.

He notes that using the NEO cylinder necessitated a complete rebuild of the company's padlock. SALTO enclosed the NEO cylinder and isolated more of the electronics from the elements while building a rubber cover that provides additional protection from weather and physical attack. The massive Neoxx is nearly 7 inches long, including the 2-inch shackle, and weighs more than 2 pounds.

The padlock accepts multiple credentials. These include mobile through Bluetooth or near field communications (Google Android phones) and MIFARE, DESFire or iCLASS Seos prox fobs and cards. Four LR1 batteries provide up to 130,000 cycles.

As far as tying it to a SALTO platform, end users have their choice: BLUEnet, KS, Space and SVN compatibility are enabled. Different systems provide different features, including remote lockdown or opening.

More info: www.saltosystems.com/en-us

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by Locksmith Ledger Staff

Best of 2021: Mechanical Locking Solutions

New keyways and durable locks highlight new products that are aimed at where power to the door is neither required nor desired.

» Corbin Russwin CLX3300

» SARGENT 10X

Mechanical locking solutions often get short shrift.

There's no questioning the appeal of smart locks and the use of a smartphone to unlock a door as far as the general public is concerned. As we've been saying for years, electronics are the future of the security industry, and manufacturers are keen to market their latest and greatest electronic locks and locking solutions.

But, even as the emphasis on providing power to the door increases, mechanical locks and hardware continue to dominate the industry. In our latest State of the Industry Report, 87.2% of respondents say they stock and sell mechanical door hardware, nearly 43% more than the runner-up category, electronic door hardware.

So, locksmiths, naturally, are interested in what's new with mechanical locks and locking solutions, and 2021 resulted in a number of such products.

Following are new mechanical locks and locking solutions that stood out over the past year.

Corbin Russwin CLX3300/SARGENT 10X

ASSA ABLOY Group brands Corbin Russwin and SARGENT released a premium bored cylindrical lock, known as the CLX3300 for Corbin Russwin and the 10X for SARGENT.

The locks have a universal lockbody chassis and support all cylinder formats, including fixed, high-security, small-format interchangeable core (SFIC) and large-format interchangeable core (LFIC), says Gary Agans, director of business development for SARGENT and Corbin Russwin. They also are particularly suited to retrofit.

"It's a two-screw install," he says. "It's quick, easy and durable." He adds that the locks' easy-to-adjust push-turn button assembly keeps installations quick, even on doors of different thickness. Also, because the locks have fewer parts than standard bored locks, they result in less maintenance.

The cylindrical locks surpassed ANSI/BHMA Grade 1 requirements during testing in a number of ways:

- They maintained egress while withstanding a 3,100 inch-pound locked lever torque, or 2.6 times the requirement.
- They prevented entry against 1,600 pounds of offset lever pull, or eight times the requirement.
- They prevented entry against 100 vertical impacts, or 20 times the requirement.
- They maintained latch retraction under 100 pounds of preload, or two times the requirement, which ensures consistent operation even on warped doors.

In addition, the locks' independent return springs enable the lock to exceed Grade 1 cycle requirements without producing any lever sag.

The locks are available in an array of finishes and

a variety of decorative levers.

More info: www.corbinrusswin.com, www.sargentlock.com

Kwikset SC1 Keyway

Kwikset introduced a Schlage C (SC1) Keyway that features Kwikset's SmartKey Security technology.

The addition means that SmartKey functionality now is available to match the industry's top two residential keyways (KW1 by Kwikset being the other). So, homeowners or multifamily-property owners can switch to Kwikset locks while keeping or allowing tenants to keep SC1 keys, because the SmartKey lock can be rekeyed to existing locks without taking the lock off the door and without worrying about lost or unreturned keys.

» Kwikset SC1 cylinder and key

The SC1 Keyway works with all standard SmartKey door locks and allows up to 100,000 key combinations.

In addition to delivering one-key convenience, the SC1 Keyway's patented SmartKey Security technology protects against common break-in methods, including lock picking and lock bumping. We were unable to pick a Halifax SC1 entry lever when using a traditional hook pin and tension rod.

Kwikset sells SmartKey products through DIY big-box stores as well as distributors, so locksmiths should be aware of how the SC1 works. Here's a step-by-step guide on how to perform a manual reset of the lock cylinder, should you have to repair one:

Step one: Hold the cylinder with the learn tool insertion hole on the left side of the cylinder and insert the key blank.

Step two: Place the reset tool onto the cylinder while ensuring the five prongs of the reset tool settle into the cylinder grooves.

Step three: Hold the reset tool and cylinder firmly together and remove the key blank.

Step four: While still holding the cylinder and reset tool firmly together, turn the reset tool 10 degrees clockwise until the tool no longer turns.

Step five: Remove the reset tool from the lock cylinder.

Step six: Rotate the cylinder face clockwise until the keyway is horizontal and the learn tool hole is on top.

Step seven: Insert the learn tool fully into the learn hole while ensuring a firm fit.

Step eight: Remove the learn tool and insert the new key.

Step nine: Turn the new key 90 degrees clockwise and remove the key.

The cylinder is now reset.

More info: www.kwikset.com

Medeco 4

The Medeco 4, or M4, key system is the latest generation of Medeco's high-security locking systems. M4 features a patent-pending design, in effect through 2040.

M4 leverages proven Medeco technology, such as elevating and rotating offset chisel-point pins, top and master pins and springs, a sidebar mechanism to create a secondary shearline and four hardened steel rod and steel crescents. Select top pins are fashioned from hardened steel, and a hardened steel ball bearing protects the sidebar against drill attacks.

However, M4 delivers further innovation. M4's design includes four side pins: three finger pins and one lift pin, to protect against picking. The lift pin works with the patent-pending M4 key, which contains a movable element that helps to guard against the use of 3D-printed keys. The key also contains factory-cut side bittings in four positions that engage the finger and lift pins, to create a third locking point in the cylinder. Keys are fashioned from the strongest nickel silver alloy and carry a lifetime warranty against breakage.

The movable element is particularly notable, says Joseph Kingma, general manager for Medeco Security Locks. "3D printing is accelerating in certain pockets, and we expect that growth to continue to increase the threat level to key-credential integrity every year."

M4 cylinders are constructed of solid machined brass and are available in a wide variety of formats, which make retrofit projects straightforward and hassle-free. They're UL 437 listed and ANSI/BHMA A156.30 and A156.5 certified for quality and performance. M4 cylinders also exceed ANSI/BHMA Grade 1 cycle requirements by hundreds of thousands of cycles.

Medeco also integrated M4 into several of its products and services, including:

» Medeco 4

Key System Design Studio (KSDS): This digital portal enables security pros and end users to design masterkey systems online.

Record of Authorization Online Portal: This portal ensures that blanks are shipped only to authorized end users.

Intelligent Key Cabinet (IKC): The IKC is Medeco's electronically controlled steel cabinet used to store all types of keys.

M4 CLIQ Intelligent Key System: This system allows companies to maintain mechanical and digital lock cylinders and operate both types of locks with one device.

More info: www.medeco.com

Mul-T-Lock MTL800

The MTL800 is Mul-T-Lock's next generation of patented key control. The high-security keyway is built on the well-known MT5+ platform and is patent-protected through 2039.

The key features a new double alpha spring, instead of just a single spring, in the tip. This patented moving element on the key blade's tip engages with a unique pin at the rear of the cylinder, which creates an additional shearline in the cylinder.

Two other elements, along with the double alpha spring, create a triple locking mechanism. Those are a locking bar mechanism that forms a powerful security layer and telescopic pinning technology.

» Mul-T-Lock MTL800

The MTL800 is backward-compatible, so the new key will operate existing KS5 series cylinders. Also, the same pinning kit and key machine can be used. This will allow locksmiths to extend masterkey systems and gain more years of patent protection while minimizing the cost to their customers.

More info: www.mul-t-lock.com/en-us

TownSteel m-Genius

The m-Genius is a mechanical interconnected lock that Dennis Ma, president of TownSteel, expects to earn the industry's only ANSI/BHMA Grade 1 designation for an interconnected lock.

The lock operates simply enough: On the inside, when you press down the lever, the interconnected latch and deadbolt retract. You walk through and close the door, and the one-half-inch latchbolt automatically locks. Lifting up the outside lever throws the 1-inch deadbolt, which provides additional security.

Upon returning, a turn of a key in the lever cylinder unlocks both locks, and again, one press down on the lever retracts both latches. After closing the door, the door locks, and another lift of the inside lever throws the deadbolt.

"I think this will greatly help the security for residential homes and be much more convenient," Ma says, noting that only one key is required to unlock both latches from the outside. In addition to the residential market, the m-Genius is aimed at multifamily housing, K-12 school districts, correctional facilities and hospitals.

The mechanics of the m-Genius allow the stop plate and spindle driver to become a solid piece that retracts both bolts. The lock includes a clutch mechanism on the lever, so when the door is locked, the exterior lever rotates without retracting the latch. Only after a user presents a key will the lever connect with the spindle driver and retract both bolts simultaneously.

» TownSteel m-Genius

A breakthrough for the m-Genius, Ma says, was allowing for passage mode. In passage mode, the door isn't locked automatically when it's closed, which is an important consideration if, for example, an end user goes out to a mailbox and doesn't want to lock themselves out accidentally if they didn't bring their key with them.

"It took three years to find a solution," Ma says.

He refers to the solution as a sliding spindle that allows the spindle itself to be engaged, so a toggle switch on the interior lock lever can be turned and make it so the door is either latched or locked when it's closed. (Ma says the door can't be locked when the m-Genius is in passage mode.) Either way, the m-Genius complies with single-motion-egress fire code.

The lock comes in two sizes, with the latch and deadbolt being 4 inches apart or 5-1/2 inches apart, and each version comes in three varieties.

The m-Genius cylinder comes with a Schlage or Kwikset six-pin keyway, but it also can handle SFICs or LFICs from BEST, Corbin Russwin or Schlage as an option. Further options include TownSteel six- or seven-pin high-security cylinders.

More info: www.townsteel.com

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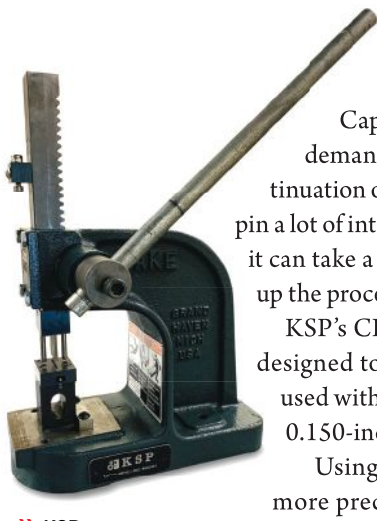
Best of 2021: Keys, Tools & Equipment

New products help locksmiths to get the job done and make sales.

Locksmiths always are looking for faster and better ways to get their work done, so new tools, which range from key machines to small, inexpensive gadgets, always catch their attention. Here, we take a look at some of the best tool and trade products of 2021.



» KSP capping press

KSP Capping Press

Capping presses have been in high demand for many years, but the discontinuation of the A1 machine left a void. If you pin a lot of interchangeable cores, you know that it can take a long time. A capping press speeds up the process significantly.

KSP's CPM-SFIC-150 Capping Press was designed to do the job. This new machine is used with six- and seven-pin cores that have 0.150-inch spacing.

Using capping strips saves time and is more precise versus using individual caps. Each Capping Press comes with 50 KSP P/N 614 capping strips. Each capping strip can cap four cores.

The capping strip punching die is designed for minimum effort. A 12-inch-long handle is standard on the KSP press and has an option for an extension bar that increases the handle length to 20 inches and includes a comfortable grip. Each unit is delivered set to original-equipment capping-depth standards.

More info: www.iccore.com

LAB Products

LAB, known for its pin kits and last year's IC-Pro 150 capping press, introduced six- and seven-pin decapping tools that can be used with the LAB Annex or as a stand-alone tool. The tools are made of stainless steel and help locksmiths to save time when they work on 0.150-inch or 0.140-inch small-format interchangeable (SFIC) cylinders. The tools can be used to evict all SFIC cylinder chambers simultaneously.

» LAB Anodized Aluminum Followers

» LAB 6-pin decapping tool

» LAB key gauge

In addition, LAB designed a new set of four Anodized Aluminum Followers for use with most rim, mortise, padlock, key-n-knob or lever cylinders that have or don't have tail pieces.

The followers are color-coded and laser-engraved with the follower's diameter size. They come in a reusable box for easy storage and field use. Diameters are: 0.550, 0.500, 0.495 and 0.398 inches.

LAB also added the 6-n-1 Stainless Steel Key Gauge to support common lock companies in use. The tool is designed for Schlage, Kwikset, Medeco, Yale, Master Lock and SARGENT. It features a half-moon cutout for most C-clips. Dimensions are 3-7/8

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More info: www.labpins.com

» Framon capping block

Framon Genericode Update

Every locksmith has to have quick access to key codes. Users of Framon's Genericode program enjoyed several new features this year as well as hundreds of new code series.

The vehicle section has been updated to include 2021 and some 2022 models as well as many new key blanks. The View Key Data screen now includes a picture of the key blank and cross-references to 26 manufacturers. Users can add notes to a vehicle for future retrieval. Also new is the option to add notes to any key blank in the program.

For users of card-based code machines, Genericode has the capability to print out a card for almost any series. Continuing support for electronic key machines, such as those by ITL, Laser Key Products and Framon, is built into the software. Genericode tech support is 100% U.S.-based.

Framon also added a couple new tools to its lineup. The CPB1 SFIC Pinning/Capping Block was designed for locksmiths who work with interchangeable cores. The CPB1 comes with a pinning or capping block, ejecting pin and capping tool. You can insert the core into the tool and eject the old pins quickly and easily. Flip the block over to load the chambers and cap the core.

Framon's Tubular Lock Saw, the TLS1, allows you to quickly and easily open tubular locks when the key is lost. Use the tool to drill out the bottom pins, which allows you to insert a tubular blank and open the lock. The TLS1 fits in any three-eighths-inch or one-half-inch drive drill and works with standard-size tubular locks.
More info: www.framon.com

Ilco Flash Mobile

The Flash Mobile is a portable, mobile duplicator for edge-cut keys. It's a battery-powered version of the popular Flash 008 machine.

The 24-volt battery allows the machine to operate at 2,200 revolutions per minute and will cut 300+ brass keys in a single charge. The Flash Mobile is designed to cut typical residential, commercial and automotive keys, including those that have large bows or long blades as well as tip-stop and flip-type keys.

Clamps are nickel-plated to provide long life. The clamps can be rotated into four jaw positions quickly and smoothly by simply loosening the knob and rotating the clamp into the proper jaw position. Two large, ergonomic clamp handles tighten with a minimum of force to hold the key securely.

A mounting bracket, supplied as standard, allows the machine to be secured to a workbench, and the built-in handle makes it easy to transport the machine to the job site.
More info: www.ilco.us

» Ilco Flash Mobile

» Black Widow key machine

American Key Supply Black Widow Key Machine

American Key Supply released its own key machine, in two versions. The Black Widow is a full-featured key-cutting machine that can cut commercial, residential and automotive keys by code.

The Black Widow AUTO comes equipped to handle most automotive applications out of the box. The COMPLETE version adds a single-sided jaw to cut single-side auto, residential, commercial keys and more. Dimple, tibbe and tubular keys require the purchase of additional jaws or cutters.

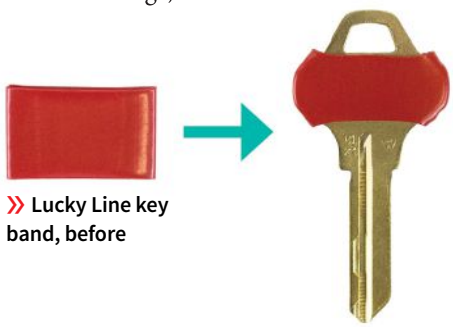
The machine operations are app-driven rather than using an integrated touchscreen interface. Most current Apple iOS or Google Android devices can control key-cutting operations without issue. The pairing process isn't cumbersome, and the app is intuitive and delivers a

full suite of features one would expect from a modern, computerized key-cutting machine.

More info: blackwidowkeymachine.com

Lucky Line Keys & Accessories

Lucky Line added an engraved Brass House Key to its Key Shapes line. The ADA-friendly large key head provides better leverage, which makes it suited to those who have grip difficulties. It's made from high-quality brass to slow the spread of germs and help to keep hands clean while providing superior strength and durability. KW1/11 and SC1 keyways are available, and the Brass House Key comes one per card or in boxes of five.



» Lucky Line key band, before

» Lucky Line key bands, after

Lucky Line's new key bands, made of plastic that shrinks to form-fit over the key head, enable customers to identify their keys easily. Simply slide the band over the key head and apply heat. To label, use a Sharpie or a printed label.

More info: www.luckyline.com

Request Information: www.locksmithledger.com/12385545

Adams Rite P8800 Pullman Rim Exit Device

Adams Rite Pullman Rim Exit Devices provide a new solution for narrow-stile aluminium (P8800), hollow metal and wood (P8700) applications that require an exit device that has a three-quarters-inch Pullman latching solution.

The Pullman rim exit devices are ANSI/BHMA A156.3-2014 Grade 1 certified for the ultimate in strength and security and designed for optimal performance in high-use areas. They're available with essential mechanical and electrification options, including cylinder dogging for increased security functionality and motorized latch retraction, monitoring and alarm to provide electrified out-of-the-box solutions for integration with existing access control systems. P8800/P8700 exit device models are compatible with a wide selection of products to provide a fully crafted solution, specifically designed for retail storefronts, multiuse commercial offices, schools, medical centers and financial institutions where access control and accessibility are required and high performance is expected.

More info: www.adamsrite.com/exitsolutions

» Request Information: www.locksmithledger.com/21141902

WedgeCo 5500 Pro Broken Key Extractor Kit

WedgeCo's 5500 Pro Broken Key Extractor Kit with leather case is an updated product. It replaces the 5000 Extractor Kit.

The new kit includes:

- 1 - Wafer Spreader Pliers / Red Rubber Handles
- 1 - Newly Designed 2020 Leather Zipper Case with Belt Clip
- 6 - Ultra Thin / Balanced / Orange Handle Extractors
- 1 - 5-inch Stainless Steel Curved Tip Forceps
- 1 - Tension Turning Tool with Rubber Grip, 1mm thickness
- 1 - Saw Tooth Broken Key Extractor for Pin Tumbler Locks
- 1 - Photo Instructions

More info: www.wedgeco.com

» Request Information: www.locksmithledger.com/21157608

SECO-LARM Bluetooth Keypads/Readers

SECO-LARM USA's ENFORCER Bluetooth Access Controllers are keypads/readers that have a streamlined, fully app-based setup. They use integrated Bluetooth wireless technology and provide convenience and security to the user and administrator. All data is secured on the device without the risks inherent by having an internet connection.

The keypad is passcode-protected and has AES 128 encryption and a solid-state relay for improved reliability and increased security. There are three ways to open a door: keypad, proximity card or the SL Access app. You can access or manage unlimited devices via the app, as well as access different output modes, such as timed relock, continually unlocked and continually locked, by toggling thorough the multilingual app interface.

- Model SK-B241-PQ: Mullion Keypad with Proximity Reader
- Model SK-B141-DQ: Single-gang Keypad
- Model PR-B1124-PQ: Proximity Reader

More info: www.seco-larm.com

» Request Information: www.locksmithledger.com/21152979

HES ES100

The HES ES100 Wireless Electric Strike, by ASSA ABLOY, combines the features of the HES 1500 and 1600 Series electric strikes with Aperio wireless technology, to provide an easy, affordable retrofit solution for remote control and monitoring.

The battery-powered ES100 is a concealed electric strike that works with a Securitron R100 surface-mounted reader. The ES100 is compatible with nearly all cylindrical and mortise latchbolt locksets, and it features interchangeable faceplates and accessories and has a modular construction for easy installation.

ASSA ABLOY's Aperio tehcnology provides the flexibility to address a variety of applications throughout any facility. The platform uses wireless communication (IEEE 802.15.4) between the lock or strike and an Aperio hub to provide real-time communication with the access control system, which simplifies installation and reduces costs.

More info: assaabloyesh.com/es100

» Request Information: www.locksmithledger.com/21225183

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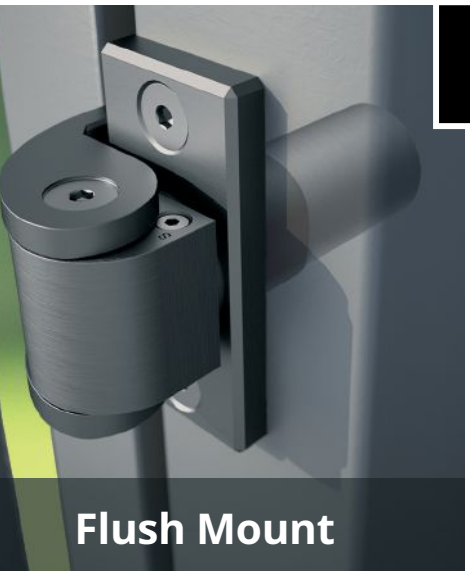
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Request Information: www.locksmithledger.com/10172181

STRATTEC Remotes and Fobs

For 2021, STRATTEC released Acura, Mazda, Mitsubishi, BMW and Volkswagen Remote Keyless Entry Fobs and Remote Headed Keys. There are six for Acura, seven for Mazda, two for Mitsubishi, three for BMW and one for Volkswagen.

STRATTEC also added 43 remote keyless entry fobs and remote headed keys to existing lines. There are two new models for Ford, 16 for Toyota and Lexus, one for Nissan, 16 for Honda and eight for Subaru.

You can use the company's new and improved vehicle match for all your Ford, Toyota or Lexus, Honda, Nissan and Subaru demands. You also can download the updated remote brochure from the website.

To see all the applications for remote keyless entry fobs and remote headed keys, and onboard programming, visit the link below.

More info: aftermarket.strattec.com

» *Request Information: www.locksmithledger.com/21164113*

Medeco 4 Cylinder

Medeco 4 (M4) cylinders build on more than 50 years of lock engineering innovation and deliver the highest level of protection against physical attack and unauthorized key duplication. M4 cylinders are UL 437 listed, with solid brass construction and hardened-steel inserts to thwart drilling attacks. In addition to pins that lift and rotate, M4's design includes four side pins: three finger pins and one lift pin, which provides a high level of pick resistance. The patent-pending M4 key design with its movable element helps to protect against the emerging threat of 3D printing for unparalleled credential security.

More info: www.medeco.com

» *Request Information: www.locksmithledger.com/21207839*

Codelocks Gate Box Kits

Codelocks' Gate Box Kits contain all components — from one source — necessary for an easy and effective gate and fence installation, including a lock, latch and accompanying lock box. The Gate Box Kits include one of the following: a mechanical lock, an electronic lock or a smart lock found in Codelocks' long-established CL Series.

Each lock provides different benefits, including options, such as the ability to change codes without removal from the door or disassembly, remote code changes and access management, and setting multiple codes. The stainless steel buttons eliminate problems from button wear associated with user code deciphering. The majority of the Gate Box Kits include Codelocks' locks that can be installed back-to-back, which requires a code to be entered before an individual can go through the gate in either direction.

Codelocks now offers two new optional finishes for its locks. First, Clean by Codelocks can be applied to any gate or fence lock and uses a process called photocatalytic oxidation, which can reduce bacterial growth by 99.96% and provides an additional measure of protection over sanitization. Second, select locks are available with Codelocks' heavy-duty marine-grade coating that's enhanced to resist exposure to salt spray and moisture for outdoor and maritime environments.

More info: www.codelocks.us

» *Request Information: www.locksmithledger.com/21202225*

ABLOY PROTEC2 CY436T KIK Cylinder

ABLOY USA Critical Infrastructure's CY436T key-in-knob cylinder is the latest product in the PROTEC2 high-security solution that includes mechanical, electro-mechanical and Bluetooth products.

As part of the PROTEC2 lineup, the CY436T is in good company. ABLOY's patented rotating disc technology delivers simple and reliable functionality, even in extreme environments. The CY436T cylinder is designed to retrofit cylindrical locksets, padlocks and deadbolts and features the durability of brass construction. It can be operated with a single key.

More info: email orders.abloyusa@assaabloy.com

» *Request Information: www.locksmithledger.com/21205560*

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Award-winning vandal resistant, weatherproof, outdoor rated standalone door controller.

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ZKTeco SpeedFace readers achieve the ultimate in both security & convenience. Unlike cards, biometric credentials cannot be stolen or forgotten. Palm-vein recognition completely eliminates any privacy concerns.

SCAN FOR A DEMO

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Request Information: www.locksmithledger.com/12108243

Silca Flash Mobile

The Silca Flash Mobile by Ilco is a portable, mobile duplicator for edge-cut keys. It's a battery-powered version of the Flash 008 machine. The 24-volt battery allows the machine to operate at 2,200 rpm and will cut 300+ brass keys in a single charge. The mounting bracket, supplied as standard, allows the machine to be secured to a workbench, and the built-in carry handle makes for easy transport to a job site. The Flash Mobile is designed to cut typical residential, commercial and automotive keys, including those that have large bows or long blades, as well as tip-stop and flip-type keys.

More info: www.ilco.us

» *Request Information: www.locksmithledger.com/21228840*

Keyline K and L Clamp Kits

American Honda Motor, in conjunction with Keyline USA, has a key-cutting solution for 2022+ Acura and Honda models that feature a new high-security stainless steel key blank.

A clamp and software have been developed to accommodate these new keys, and there are cutting options for the Gymkana 994 and the 994 Laser key machines. Locksmiths and security pros will have the ability to purchase these clamps, with a verified key machine serial number, through the Honda Tool & Equipment program facilitated by Snap-on Business Solutions.

Part numbers:

L Clamp Kit (for 994 Laser): No. OPZ11100B, includes clamp and CL007 Cutter Part No. RIC11101B

K Clamp Kit (for Gymkana 994): No. OPZ10795B, includes clamp and V055 Cutter Part No. RIC11109B

The first Acura and Honda vehicles (2022 Acura MDX and 2022 Honda Civic) to use this new key type were released in 2021.

More info: honda.snapon.com/HondaAcura

» *Request Information: www.locksmithledger.com/21229446*

Lucky Line Key Bands

Easily identify keys by using Key Bands, Lucky Line Products' color-coded, write-on key identifiers. Key Bands are colored heat-plastic, which shrinks to form-fit the key head, and provides a writable surface. Simply slide a band over a key head and apply heat. Key Bands are aimed at awkwardly shaped keys when standard key caps won't work. Because the Key Bands shrink to fit the key, they also can reduce bulk around the key chain. Ideal for key organization, Key Bands make it easy to color-code, label and easily identify keys for home, the office, etc. Size Medium is suitable for standard size keys, such as house keys. Size Large is for larger headed keys, such as office keys.

Key Bands are available in red, blue, green and yellow. Medium Key Bands measure 1-1/8 in. (w) x 11/16 in. (h). Large Key Bands measure 1-1/4 in. (w) x 11/16 in. (h). They're available in four-, eight-, 16- and 48-pack options in both size combinations. Key Bands also are available in a jar. Medium (No. 17127) and Large (No. 17227) come four per package, 50 per jar.

More info: www.luckyline.com

» *Request Information: www.locksmithledger.com/21210553*

Locinox FortiMa Magnetic Pool Latch

Locinox's sleek and sturdy FortiMa child-safe magnetic pool gate latch supplies the gate industry with a fresh, attractive design and a solid, lasting solution for pools. The anodized aluminum body, in combination with silver accents and a pull-up knob, not only makes this product aesthetically pleasing, but also a durable latch. Thanks to the patented internal leverage system, the FortiMa employs ultrastrong earth magnets that are double the size of any other magnet in the market. This delivers the highest magnetic strength and maximum security while also providing comfort of use.

More info: www.locinoxusa.com

» *Request Information: www.locksmithledger.com/21209386*

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Request Information: www.locksmithledger.com/21071012

Kwikset SC1 Keyway

Kwikset's SC1 Keyway features Kwikset's exclusive SmartKey Security technology. This enables consumers who have other lock brands that use an SC1 Keyway to rekey their new Kwikset locks to their existing locks, which reduces the overall number of keys the homeowner has to have.

The SC1 Keyway presents a powerful selling proposition for dealers by giving them a tool to transition consumers into the convenience and flexibility of SmartKey technology.

Dealers who work with Kwikset have the flexibility to offer the KW1 Keyway and the SC1, the industry's top two keyways, each available with SmartKey functionality.

Kwikset's SC1 Keyway works with all standard SmartKey door locks and allows up to 100,000 key combinations. In addition to delivering one-key convenience, the SC1 technology's patented SmartKey Security Technology protects against common break-in methods, including lock picking and lock bumping. Its rekey technology also protects homeowners from the unwanted use of loaned, unreturned or lost keys.

More info: www.kwikset.com

» *Request Information: www.locksmithledger.com/21161800*

KSP Capping Press

KSP's CPM-SFIC-150 Capping Press is engineered and built in the United States to ensure a long service life. Each unit is delivered set to OEM capping-depth standards. It was designed with help from top locksmiths and security pros in the industry.

It's designed to cap small-format interchangeable cores that have 0.150-inch spacing for use with six- and seven-pin cores. The capping press uses KSP capping strips, part No. 614 (also used in A1-style capping presses).

Using capping strips saves time and is more precise compared with using individual caps.

The capping strip punching die is designed for minimum effort. A 12-inch-long handle is standard on the KSP press and has an option for an extension bar that increases the handle length to 20 inches and includes a comfortable grip.

More info: www.iccore.com/cappingpress

» *Request Information: www.locksmithledger.com/21226127*

LockeyUSA SUMO GL2LINX

LockeyUSA brings the convenience of the SUMO GL2 Surface Mount Gate Lock to chain-link fences through the SUMO GL2LINX Adapter. The GL2LINX is an easy-to-install, bolt-on adapter for securing chain-link gates (1-5/8 inches and 1-7/8 inches) with the SUMO GL2 gate lock. The SUMO GL2 is available in single- and double-sided models and is offered in two Marine Grade finishes; Jet Black and Satin Chrome. SUMO products are backed by a limited lifetime mechanical warranty.

More info: www.lockeyusa.com

» *Request Information: www.locksmithledger.com/21160742*

Lockmasters' Little Black Box AMSEC Update

Lockmasters' latest update for its Little Black Box (LBB) safe lock opening tool adds more functionality.

The AMSEC Update 4:

- Resets and gives a working master and reset code for AMSEC ESL10 and ESL20 series locks.
- Resets and gives a working master code for AMSEC ESL5 and ESL15 series locks.
- Works on all locks listed from 2000 until manufacture as of Feb. 1, 2020.

The update is supplied with an AMSEC module and instructions, which fit inside the Little Black Box case.

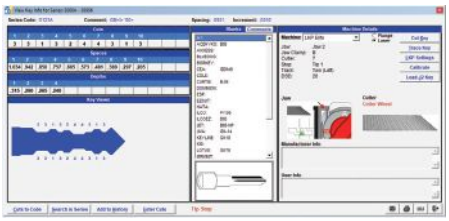
Just remove the keypad and disconnect the lock body cable, power on the Little Black Box, insert the AMSEC module, connect the lock cable to the module and then follow the on screen prompts to reset the lock's combination.

A Little Black Box (LKM522) is required to use the AMSEC module (LKM522UP4), and the LKM522 must be sent to Lockmasters for software updating before the module will work.

More info: www.lockmasters.com

» *Request Information: www.locksmithledger.com/21162376*

Framon Genericode Version 21



Framon's Genericode Version 21 is available from Framon Manufacturing or your distributor. Updated vehicle codes are included from Ford, Kia and Hyundai, as well as new models from several manufacturers. Cole Hersee and many other utility and padlock codes also are included in the new version. Updated DSD information for the Laser Key Products range of key machines is included, as is the capability to save vehicle-specific notes in the program.

More info: www.framon.com

» Request Information: www.locksmithledger.com/21226057

LA GARD 700 Series Locks

dormakaba refreshed its line of LA GARD electronic locks and keypads. The five-model LA GARD 700 Series now has a modern keypad design that maintains the physical security of its longstanding locking mechanism and new features that meet and exceed market demands for personal, commercial, financial and government safes.

The LA GARD 700 Series now includes:

- A modern, integrated keypad display for ease of operation and efficiency.
- Easier programming on a large scale.
- Improved battery life and quicker exchange.
- Updated software for robust management.
- Mobile access with a Bluetooth Low Energy key fob as a second credential or time-delay override.

The LA GARD 700 Series product line allows users to start with its standard model and upgrade by replacing the control unit. The entire lock doesn't have to be replaced to gain access to the advanced functions in each tier. Additional options include a low-profile keypad, easy bolt switch and deadbolt configurations and an extended warranty. The top tier includes Bluetooth technology. All tiers feature a low-profile keypad that uses a separate box for two 9-volt batteries.

The locks are available in swingbolt, deadbolt, springbolt and redundant-lock designs and are aimed at residential, retail and light-commercial use.

More info: dormakaba.com

» Request Information: www.locksmithledger.com/21203502

BEST ADA Rim Cylinder Thumb Turn

The newly designed BEST ADA Rim Cylinder Thumb Turn is aimed at areas where the convenience of a thumbturn is preferred over a key cylinder.

This thumb rim cylinder enables ADA compliance and compatibility and is designed to last. It's easy to lock and unlock without a key, and it provides visual confirmation that the lever handle is locked based on the position of the thumbturn.

The ADA Rim Cylinder Thumb Turn comes in multiple finishes and is ideal for use with the following products in the dormakaba brand family:

- Precision 2110 with visual indicator
- Precision Apex 2000 Series
- Dorma Series 9000

Temporary removal of the thumbturn enables compatibility with the Precision 2110VI product.

More info: www.bestaccess.com

» Request Information: www.locksmithledger.com/21208871

American Security BF Security Series

American Security Products expanded its popular BF Security Series to include four new products: models BFS1512E, BFS2214E, BFS2815E and BFS3416E. These simple and robust fire and burglary safes feature a gear-driven four-way bolt* in a 1-1/2-inch-thick composite door made of a half-inch steel plate. The 2-5/16-inch-thick composite body is made of concrete sandwiched in two 11-gauge steel plates (one-quarter-inch thick steel total), which provides 1-hour ETL listed fire protection and UL RSC-1 burglary protection.

The BF Security Series is available in a standard two-tone paint job, with a black textured body and hammered gray door that has an ESL10 lock and chrome three-spoke handle. Available sizes are 1.4–5.5 cubic feet.

** The 1.4-cubic-foot model has a one-way bolt.*

More info: www.amsecusa.com

» Request Information: www.locksmithledger.com/21215783

by Tim O'Leary

Security at the Gate

New options are available for gates to protect people and property.

Gate work can be interesting, challenging and profitable.

Gates typically are outdoors, but they also can be found in tool cribs, stockrooms and server facilities where visibility and ventilation are as important as restricting movement only to those authorized to access the equipment or protected area.

Outdoor gates control vehicle traffic and pedestrian traffic and try to preserve the privacy and safety of pools, playgrounds, retention ponds and sally ports to name only a few.

Risk assessment of gated areas includes considering the potential for damage or loss to the contents or individuals within, as well as the potential for injury to individuals trying to gain access to the gated area.

Locking gates can be accomplished through a simple padlock or a more elaborate system for applications including access control that uses mechanical, electromechanical or electromagnetic technologies or a combination of these.

Modern science has made technologies, such as wireless and video surveillance, feasible for many more applications than they might have been only a few years ago. This means video surveillance or remote control of gates is possible at a wider range of locations and for a wider range of budgets.

The ability to remotely control and surveil an opening greatly enhances the security management profile of the site.

Rules of Engagement

Gates can be swinging or sliding, but the rules of deployment are the same for both, and similar to those for doors:

- The gate and adjacent walls or fencing must be secure and adequately able to resist attack or normal use.
- The gate and adjacent walls, fencing or barriers must be in good working order. The gate must open and close as designed, for example. The gate should be "balanced," so with no external equipment, such as chains or control arms, the gate shouldn't move from whichever position it's released. This is referred to in some trades as level and plumb.

» LockeyUSA 2835-Adapter

- If a pedestrian gate is used for access control, the gate ideally should have a self-closing mechanism to close after it's opened. The hinges must be appropriate for the environment and weight of the gate. Measures must be designed into the system to minimize the possibility of entrapment or injury, bypassing the security or inhibiting free egress from the protected area where required by Life Safety Codes.

In this context, entrapment is when the door or gate strikes a person or object in its path or traps them. Bypassing security is when the locks on a door or gate are designed or mounted so an unauthorized individual can unlock and gain access. Free egress, of course, refers to the universal rule applied to openings that are part of the means of egress, which requires that the door or gate can be opened to allow exit at all times.

There are interesting exceptions to the free-egress requirement that have to be identified and addressed case by case, because approval by the authority having jurisdiction (AHJ) is required. A misapplication can result in personal injury, death and litigation against

Simplex beats the rest.

simple is smart

Simplex pushbutton locks have been the standard in stand-alone, keyless entry for nearly 60 years.

- Easy installation
- No batteries, wiring, or electricity
- Weather-resistant
- Removable or interchangeable core options
- Key override and passage feature options available

dormakaba.us/simplex

Request Information: www.locksmithledger.com/10174770

dormakaba

trusted access

the property owner and any tradesmen involved even remotely with the building, door or control system.

The regulations that apply to gate safety are readily available but also are revised constantly, so maintaining technical competencies for designing, deploying and servicing gates and gate systems is an ongoing process.

When replacing gate locks, here are a few options to consider:

LockeyUSA 2835-Adapter

The new 2835-Adapter for vinyl and ornamental gates makes it easy to install a 2835 mechanical keyless lever lock on a gate without welding.

The 2835-Adapter installs on gate posts 1-3/4–5 inches thick without requiring an extension kit and accommodates gate gaps of 13/32–1/1-2 inches wide. The adapter is weather-resistant and has reversible handing.

LockeyUSA SUMO GL2 with GL2LINX Adapter

The security of the SUMO GL2 gate lock now can be brought to chain-link fences through the use of the GL2LINX Adapter.

The GL2LINX, sold separately, is an easy-to-install, bolt-on adapter for securing chain-link gates (1-5/8 inches and 1-7/8 inches) with the SUMO GL2 gate lock. The SUMO GL2 is available in single- and double-sided models and offered in two Marine Grade finishes: Jet Black and Satin Chrome.

More info: lockeyusa.com

SDC 1575 / 1576 Series Magnetic Gate Locks

SDC's magnetic gate locks provide 1,200 pounds of holding force and enable the access and egress control of pedestrian and vehicle gates. Access controls, such as card readers, digital keypads and remote-control stations, provide gate and lock control.

The 1575 for standard mount and

» SDC 1576 Series electromagnetic gate lock

1576 for face-drilled mount magnetic gate locks are compatible with manual and automatic, swinging and sliding, and tubular and iron gates. The floating-armature design compensates for gate misalignment with the electromagnet.

The locks are sealed in an epoxy-filled stainless steel case. A threaded conduit fitting ensures weather-resistant protection of the wiring.

SDC GateLok GL160 / GL260 Series Outdoor Lock

The SDC GL160 and 260 series electromechanical GateLoks are designed to provide access control and remote locking and unlocking capability for manual or automatic chain link, tubular-steel and wrought-iron sliding or swinging gates.

The gate locks are available in fail-safe or fail-secure mode. Locking and unlocking may be accomplished by using an access control, such as a card reader, digital keypad or remote control.

All GateLok models are designed for a 3-inch fence post and 2-inch gate post

» SDC GL 160 electromechanical GateLok

but are adaptable to smaller sizes.

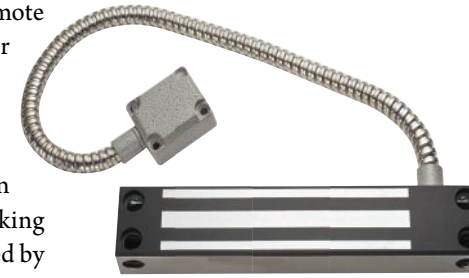
More info: sdcsecurity.com

Alarm Controls Weather-Resistant Magnetic Gate Locks

Alarm Controls, an ASSA ABLOY company, provides weather-resistant access control for perimeter applications with its weather-resistant magnetic gate locks, the 600WP and 1200WP. These locks are suited to sliding or swinging gates and have 600 pounds (600WP) or 1,200 pounds (1200WP) of holding force.

Each model has all non-aluminum parts plated to resist corrosion and a sealed stainless steel case. The maglocks

» Alarm Controls 1200WP



» Alarm Controls 600WP

are 12 or 24VDC and field-configurable, with a current draw of 0.5 amps at 12 VDC and 0.25 at 24 VDC. They can be top mount or side mount through an optional bracket.

More info: www.alarmcontrols.com

Securitron GL1 Gate Lock

The heavy-duty GL1 Electromechanical Gate Lock provides weather-resistant access control for a wide range of gate applications.

The surface-mount GL1 provides 2,000 pounds of holding force for electrical and manually operated indoor

Security you can *trust.* Safety you can *see.*

Mortise Lock Status Indicators

SARGENT's newly designed occupancy/status indicator option for the 8200 Series mortise lock provides more ***functionality*** than previous versions. With the largest viewing window in the industry, a 180° visibility profile, reflective indicator materials and more color and text/graphic combinations to offer, the new status indicator option provides ***assurance*** when you need it most.

For more information, visit **sargentlock.com/8200indicator-ll2020**

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and more open world

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Request Information: www.locksmithledger.com/10173341

or outdoor gates where preload is a concern.

Another important feature of the GL1 is that it has no means to readily unlock it manually. A key can be used with the GL1 if a cylinder is installed, but without the key, the GL1 stays locked until actuated, or the power is removed if in fail-safe mode.

Although this is great from a security standpoint, it might raise life-safety issues with the AHJ for some installations. Make sure to check with the AHJ before any installation.

The GL1 operates under preload of up to 100 pounds and has automatic dual voltage so no field adjustment is necessary. Its self-aligning receiver helps to compensate for gate misalignment and sag and has an optional latch-status monitor.

Securitron M62FG-SASM

The M62FG-SASM is a weatherproof face-mount maglock that has conduit fitting and automatic dual voltage, as well as 1,200 pounds of holding force.

The Shock Absorbing Strike Mount (SASM) controls excessive impact between the strike and the maglock, which prolongs the life of the lock, gate and other hardware. SASM is available with the M62FG or as an individual kit to retrofit existing M32, M62 or M82 Gate Magnalock installations.

The M62FG is recommended for high-security perimeter fence gates and electrically operated sliding gates. It includes a patented instant-release circuit, automatic dual voltage and an anti-kickback spring that provides three-eighths of an inch of rebound travel to return the gate to the normal "home" position.

More info: www.assaabloyesh.com

» Securitron M62FG-SASM gate lock

Codelocks Gate Box Kits

Codelocks offers Gate Box Kits for gate and fence installations, which provide a simple and effective access control solution for fenced perimeters and outdoor spaces.

The Gate Box Kit includes a Codelocks lock, latch, 14-gauge steel predrilled weldable box and accompanying hardware. These kits are fully versatile, featuring adjustable strike plates, dual backplate installation options, and exit device hardware and accessories.

Available Codelocks locks include the CL400, CL500, CL600, CL5200 and CL5500 and are suitable for installation on four different types of fencing.

More info: www.codelocks.us

LOCINOX Free Vinci

The Free Vinci is a single-side mechanical code lock for swing gates that have an aluminum housing and a stainless steel mechanism. The Free Vinci provides the ability to secure one side of a gate through a code for entrance while leaving the other side free for exit.

Because the lock is 100% mechanical, no batteries or electricity is required, which makes it easy to equip any gate with access control. The latch bolt has three-fourths of an inch continuous adjustment to allow for perfect alignment of the locking mechanism.

» Locinox Free Vinci on post

The Free Vinci comes standard with a Club handle for the secure "code" side and a round knob for the exit side. A push handle is available for the exit side. The required latch gap depends on the keep, but standard and security keeps require a 1-1/4-inch latch gap.

LOCINOX Surface-mounted Gate Lock

The Surface-mounted Gate Lock is a high-quality gate lock recommended for industrial gates. The latch and deadbolt have three-fourths of an inch continuous adjustment to allow for perfect latching and locking of the mechanism. A stainless steel throw of seven-eighths of an inch guarantees secure locking.

The required latch gap depends on the keep, but standard and security keeps require a 1-1/4-inch latch gap. For a fast and precise installation, using a Drill-Fix drilling jig is recommended.

More info: www.locinox.com

Tim O'Leary is an experienced security consultant and a regular contributor to Locksmith Ledger.

» Locinox surface-mount MAG5000 gate lock

Since 2016, the Little Black Box has changed the way safe technicians open electronic safe locks.

Lockmasters' Little Black Box Electronic Safe Lock Opening Tool

Little Black Box UNLOCKS:
LaGard locks listed below manufactured prior to Jan. 1, 2014.
LaGard BASIC, 33E, SAFEGARD / 3600 / 3650 & LGCOMBO
Sargent & Greenleaf 6120 manufactured from
Jan. 2000 to Jan. 31, 2016
Part Number - LKM522 Regular Price $2,495.00

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Buy the Little Black Box with all the Update Modules below and get the Update 1 for FREE!
Good through December 31st, 2021

Little Black Box Updates

Part No	Description	Reg Price
LKM522UP5	dormakaba Auditcon 252 & 552 - Manufactured from first lock to 2019	$795.00
LKM522UP4	AMSEC ESL5, 10, 15 & 20 - Manufactured from 2000 to Current	$695.00
LKM522UP3	Expanded LaGard (39E, 66E, Basic, Basic + & LG Combo - First manufactured to Mid -2018	$795.00
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by Cameron Sharpe

Decorative Hardware Sales Tips

Help your customers make a design statement through high-quality products and installation.

Your customer's front door makes a style statement. Your role is to ensure the hardware works as well as it looks. Decorative hardware covers traditional, historic and contemporary styles at both ends of the design spectrum.

This article will explain electronic developments, markets and how to be competitive. We'll focus on major players that specialize in decorative, as well as where each brand best serves the customer. These brands include Baldwin, Emtek, Marks USA and Omnia.

» Emtek Decorative Trim with Keypad

Stealth Marketing

You don't have to have a bunch of samples to compete in this market space. The internet and in-store marketing let you compete effectively. Your shop has three major advantages: your installation skills, your showroom and your in-depth understanding of doors and hardware.

You have to do two things to market decorative hardware:

1. Download the online marketing material you want to have at your fingertips. When a customer asks questions, you have instant catalog access. They won't lose interest while you fumble your way through endless online searches and dead ends. Do your homework and have the selected catalogs on your computer or on paper.

2. Print three or four decent-quality color pictures of some decorative hardware styles. Mount these pictures to posterboard on the wall. Make it look professional — no Scotch tape. Walk-in customers will see that you handle decorative hardware. You even might have a sample or two, but that's not really necessary.

» Baldwin Historic Box Lock

Recent innovations combine traditional styles with the latest mechanical and electronic developments. Mortise and interconnected locks allow single-motion egress. Electronic options now include keypads and card, fob and mobile-credential operation, and there's even a biometric residential option from Yale. Locks increasingly connect with smart-home products.

While the customer browses your literature, you can ask about the application, time frame and traffic level. Let them know that you can be competitive, you know how to get fast delivery and the installation will be done right. Don't tell them how great this or that product or technology is. Find out why they're interested.

Here are some questions that will build trust and allow you to find out what they really want:

- Do you have a project in mind?
- Is it new construction, repair or renovation?
- What are the security concerns?

» Baldwin Evolved electronic lock

- What's the time frame: Planning, under construction, urgent replacement?
- Is it a contemporary design or specific to some historic period?
- Have you considered electronic options, such as a keypad or your smartphone?
- Do you have a smart-home system?

I once made a sale that exceeded my annual income when I stopped selling and listened to the customer. Maybe your customers just would like to browse through catalog pages while you take care of their immediate concern. A contractor might want you to print out three or four images to show his client.

Here are some online resources I've found helpful:

- On the www.baldwinhardware.com website, select Support/Product literature/Price Books and Catalogues.
- At www.emtek.com, go to the Dealer section and select Products/Brochures. Excellent catalog and price lists are available from this ASSA ABLOY company.
- Under the www.marksusa.com website, select Resources/Catalogues/New Custom Lock Division catalog. This is a 32-page catalog that contains hundreds of lever designs.
- On the Omnia Industries website, www.omniaindustries.com/catalogs/ has several informative documents.

Identify Potential Customers

We asked marketing experts to identify typical customers. Of course, you'll find the usual suspects, including new construction, repair and renovation categories. Principal market segments include residential, small and medium businesses, multifamily housing and resorts or hotels.

Remember this: People typically buy decorative hardware to make a design statement.

The DIY prospect probably will start at Lowes, The Home Depot or online. By the time they show up at your shop, they might have had a bad outcome from a DIY project. Be gracious and don't rub it in. You want a customer, not an enemy.

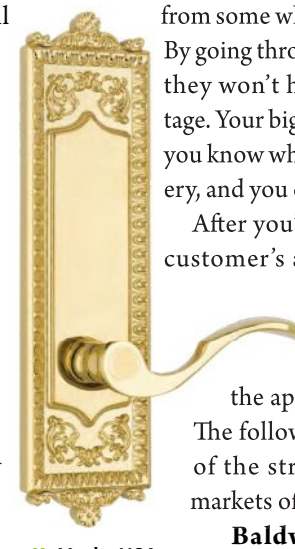
Builders and designers likely will start at a design center showroom where they can see samples. Design centers can be a source of business, because they want good installation.

Most of your prospects will walk in at your shop. The pictures on the wall will let them know you're knowledgeable about decorative hardware. One effective sales tool for those considering a cheap product from a big-box store is a picture gallery of DIY disasters. A couple of hours of your labor are far less expensive than replacing an expensive door. Watch their eyes and facial expressions to read the customer's attitude.

Price-Delivery-Quality

In days gone by, this marketing triangle was a zero-sum game: Improving one area took away from another. Today you have to deliver on all three, while excelling on one. You can be as competitive on price as anybody, but as a lock professional, you excel in installation quality. And here's the kicker: You also know where the two- and three-day turnaround is. Employees at DIY stores won't know those trade secrets.

Another thing about price: DIY centers or big-box stores likely purchase from some wholesale distributor. By going through these channels, they won't have a price advantage. Your big advantages are that you know where to get fast delivery, and you can install correctly.



» Marks USA decorative trim

After you've determined the customer's actual preferences and time frame, you're prepared to steer them to the appropriate products. The following is an overview of the strengths and target markets of leading players.

Baldwin has three lines that cover different markets. The Estate line is the premium custom series that includes Grade 1 mortise locks. These locks are targeted to high-end residential clients who want distinctive hardware that has higher levels of security.

The midlevel Baldwin product line is called the Reserve collection. Many of these Grade 2 tubular locks are priced more moderately and available for quick

» Omnia Mortise Lock

» Omnia-Level Smart Deadbolt

ship. The budget-price Prestige Series is easy to install and targets big-box stores and the DIY market.

Baldwin's Physical Vapor Deposition (PVD) finish is available on the Estate and Reserve lines. The PVD finish provides exceptional corrosion and ultraviolet protection. The lifetime warranty on the finish is particularly important in coastal areas that have salt air or extreme temperature and sunlight exposure. These often are resort locations.

As of press time, ASSA ABLOY was in the process of acquiring Baldwin and Kwikset, which would give ASSA ABLOY a much larger presence in the residential market and on the shelves at big-box stores.

Emtek is an ASSA ABLOY company that focuses on traditional and modern decorative hardware for the residential market. Emtek sells through the locksmith community, builder's hardware suppliers and design centers. They don't sell through big-box stores.

Two-day shipment is standard, because all items are assembled to order at the California warehouse. Any combination seen in the catalog can be assembled immediately. Working samples often are seen at local design centers.

» Emtek lever Keypad

Standard mortise locks, tubular deadbolts, latches and drive latches are shown in the price book. The Yale Expressions Grade III line also is available through Emtek.

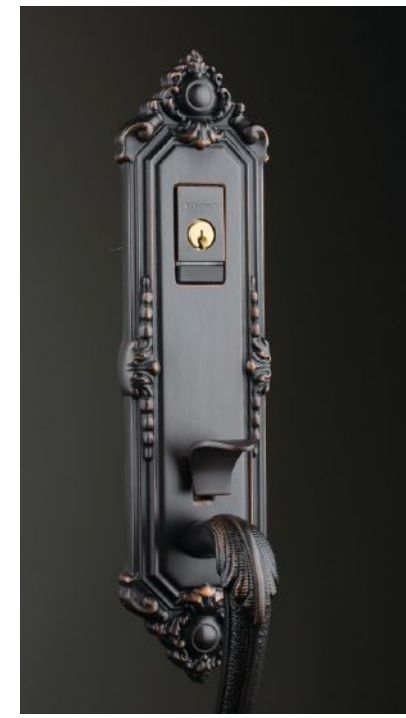
Marks USA locks have been made in the Long Island, New York, plant since 1977 and are well-known in the lock community. Decorative hardware trim is shown in the Custom Lockset Catalog on the Marks website. The company sells to the locksmith community, to large users who have in-house lockshops and through contract-hardware dealers. Marks doesn't market through big-box stores or residential design centers. The company focuses on larger construction or renovation projects in hotels, casinos and multifamily housing that have to meet higher traffic and security levels.

The Custom Lockset Division has a large selection of decorative levers and escutcheons for existing Marks mortise and tubular locks. These are primarily Grade 1 products for commercial duty. More than 200 custom lever styles are shown, in addition to escutcheons and knobs.

Omnia was founded in 1964 to bring quality Italian decorative hardware to North America at moderate prices. Distribution is primarily through lockshops, because they're close to the customer and understand the critical details of door and hardware operation.

The extensive line of traditional and modern hardware includes tubular and mortise locks, multipoint lock trim, and decorative hinges. Although the locksmith focus is on residential and small- to medium-business customers, many hotels use Omnia products to help to create the desired modern or historic environment.

An interesting recent development is the Omnia partnership with the California-based Level brand smart deadbolt. This product has all components contained inside the deadbolt housing. It's powered by a $4 CR2 lithium



» Baldwin Evolved lock

battery that lasts about a year in residential applications. The battery is hidden inside the projecting deadbolt, while the robust gear-driven drive mechanism and Bluetooth electronics are contained in the lock housing.

So what's the business case for decorative hardware? HGTV shows do the expensive promotion. You can capitalize on this massive marketing machine when customers walk in for a key or call for a lock or door repair. Many of these projects will be a single door, but renovations generally will replace all door hardware — a nice job if you're prepared.

A little training can go a long way toward making the sale. If your salesperson knows what's in the images on your wall and catalogs on your computer and can ask a few simple questions, you stand to build additional business with near-zero overhead. Low overhead is always a great business model!

Cameron Sharpe, CPP, worked 30 years in the commercial lock and electronic access industry. sharpec@cox.net

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by Benji Bolick, The Door Dork

The "Mean" Means of Egress Audit Guide

It's crucial to know how to identify and resolve violations that could impede a safe exit.

Although doors and hardware make up only a small portion of the means of egress, they're where code violations typically are found. #Doorks in this industry might be familiar with some of the more common violations, but as we've learned, a correct means of egress can mean life or death. This article will address the basics of egress code and walk you through a process to identify violations and how to resolve them. Let's get started with the "mean" means of egress.

Accessing Egress

Anywhere you go, you can find exit signs that direct you toward the nearest escape. Most of us have practiced exit drills since kindergarten, but that wasn't always the case. It wasn't until after New York City's deadliest industrial fire broke out that policies, codes and laws started to be implemented.

On March 25, 1911, a fire broke out at the Triangle Shirtwaist Co. factory, a 10-story building in the heart of Manhattan. The main reason that 146 lives were lost that day was that workers didn't have a way to escape. As the sweatshop workers flooded stairwells to escape the flames, they became trapped in the stairwell, inches from safety but blocked by a locked door. They didn't have a means of egress.

Out of the ashes of that fire came change that eventually led to creation of the U.S. Department of Labor, the Occupational Safety and Health Administration (OHSA) and the building, fire and life-safety codes we use today.

Before we dive in, it's important to better understand what a means of egress is. The NFPA (National Fire Protection Association) 101, better known as The Life Safety Code, defines it as a continuous and unobstructed way of travel from any point in a building or structure to a public way and consists of three distinct parts:

» Triangle Shirtwaist Co. fire, March 25, 1911

Exit Access: A clear and unobstructed path from any location in the building to an exit.

Exits: The doors to the outside, enclosed exit stairways and horizontal exits. A horizontal exit is an exit component that consists of fire-resistance-rated walls, floors, ceilings and fire-rated door openings. These are used to compartmentalize smaller portions of a building and create refuge areas that keep people safe from smoke and fire.

Exit Discharge: The path from an exit to a public way, such as a street, alley or designated emergency assembly point.

Most of what we will focus on here will deal with the doors along with the exit access and exit doors themselves, but it's important to understand the whole means of egress, because you can't have one without the other.

A helpful exercise when inspecting facilities for

» A door fail: The egress path is blocked by storage items.

life-safety and egress code violations is what I call an Egress Audit. It might seem overly thorough, but such an audit can be helpful to calculate what the mean (average) means of egress might look like in a given facility. Keep in mind that, according to NFPA 101 7.1.10.1, under maintenance, it states: "Means of egress shall be continuously maintained free of all obstructions or impediments to full instant use in the case of fire or other emergency." This means nothing should "get in the way" of you maintaining your means of egress.

Going through this audit exercise also can help to prepare the facility to pass Building & Fire Life Safety inspections that are required annually for most entities.

If you're auditing the means of egress in a hospital, it might be helpful to choose a random patient room in which to start your audit. If it's an educational facility, choose a classroom or study hall. For retail space, start in the stockroom or sales floor. In office space, use one of the top floors. Think of where most of the lives might be at stake and start there.

A part of me feels a bit like Dwight Schrute from "The Office" performing extreme emergency drills when going through an egress audit: "Experience is the best teacher. Today … smoking is going to save lives!" – Dwight, as he throws a lit cigarette into a trash bin to start a fire in the backroom of the office.

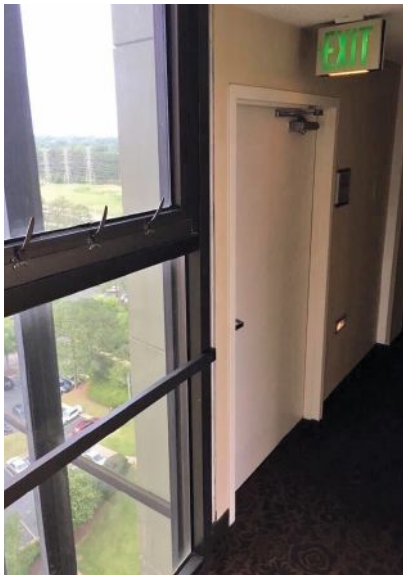
Please, don't be as extreme as Dwight and put lives in danger when performing an egress audit. But the idea remains the same: These audits are here for us to help save lives.

Occupancy Loads

Before you try to escape the facility and audit your way out, you must understand the occupancy load for that room or space. You have to understand the occupancy type of the building or space to know the codes or standards you should look for.

I could write a separate article on how to better understand occupancy types, but I'll just give you the same tool I use to determine the occupancy of a building, room or space. If you'd like to dive in deep at another time, use your state's most recent adopted version of the International Building Code (IBC), chapter 3, Occupancy Classifications.

The IBC references occupancy types



Brenda Garlock

» The exit sign marks the wrong door.

» A door fail for multiple reasons

for different groups. Each of these types has different codes to follow, depending on the use of the occupied space:

- **Group A – Assembly:** for the gathering of people for purposes such as civic, social or religious functions; recreation, food or drink consumption; or awaiting transportation.
- **Group B – Business:** for office, professional or service-type transactions, including storage of records and accounts.
- **Group E – Educational:** for educational purposes through the 12th grade by at least six people at once.
- **Group F – Factory:** for assembling, disassembling, fabricating, finishing, manufacturing, packaging, repair or processing operations that aren't classified as hazardous or for storage.
- **Group H – High-Hazard:** for the manufacturing, processing, generation or storage of materials that constitute a physical or health hazard in quantities in excess of those allowed in control areas.
- **Group I – Institutional:** for areas of caregiving or for people who live in a supervised environment, have physical limitations because of health

Stuart Hurwitz

» Means of egress doors shall be readily distinguishable from the adjacent construction and finishes. Mirrors are prohibited.

Amy Yates, LockNet

» Way too much door hardware and signage! Exit doors should be able to be opened with one fist.

» Multiple violations here, including the curtain and storage in front of exit door.

or age, are kept for medical treatment or other care, or in which people are detained for penal or correctional purposes or in which the movement of occupants is restricted.

- **Group M – Mercantile:** for the display and sale of merchandise and stocking goods, wares or merchandise that's accessible to the public.
- **Group R – Residential:** for sleeping purposes when not classified as Institutional or not regulated by the International Residential Code.
- **Group S – Storage:** for storage that isn't classified as hazardous.
- **Group U – Utility and Miscellaneous:** for buildings and structures not classified in any specific occupancy.

After you identify the occupancy group for the function of space, the number of people in the given area, the square footage of an area and what that area is used for, you can navigate your way through the code to determine the major components to look for on your path of egress:

- What's the minimum clear opening width of doors?
- What's the swing direction of doors?
- Is panic exit hardware required?
- What's the minimum number of exits or exit access doors necessary from that room or space?

Sounds fairly complicated and quite a bit to pull together, doesn't it? That's why I use the ASSA ABLOY Egress Calculator.

This calculator is a mobile-friendly free tool anyone can use to help them to calculate the major components of occupancy. Simply go to egresscalc.assaabloy.com and do the following:

- Select the version of IBC you should use. (If you aren't sure, the calculator has a place to look up your state.)
- Select your room or space's occupancy group (Mercantile, Business, Educational, etc.).
- Select the function of the space or how people use the space (fixed seating, standing space, concentrated use, etc.).
- Enter the square footage, either the length and width of the room or the room area.

After this information is filled in, click the "Add" button on the calculator to add more rooms or the "Calculate" button to get your results. The Egress Calculator will determine your occupant load, the number of exits required, whether panic hardware is required, the clear width of egress capacity, your clear width per exit or exit access doors and the required swing direction of exit or exit access doors. These results will arm you with the information necessary to start an egress audit.

The Audit

To start the audit, pretend to be a patient, student or office worker and start with the room you're in. Go through the three-point checklist outlined below.

1. Check for egress access. This is the path from your current location in the building to an exit or exit access. This path should be clear and unobstructed. Please note that the minimum width of the means of egress, which you just calculated, is required for any floor of a building and shall not be reduced along the path of egress travel until you

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Chris Mosby

» A signage fail

arrive at the public way or exit discharge. (IBC Ch. 10 Sec. 1005)

Does the room or space that you occupy meet all of the requirements from the egress calculator: occupant load, number of exits, clear width of egress capacity, clear width per exit or exit access doors and swing direction of exit or exit access doors?

2. Check Egress Doors and Hardware. There are many codes and exceptions when dealing with egress doors, depending on the occupancy type. The egress calculator will specify some of these exceptions, but for more detail in dealing with egress doors, reference IBC Ch. 10 Sec. 1010 (just remember 10 10 10). I like keeping codes simple, so as you travel through your path of egress, each door you approach should be obvious, accessible and easily operated.

Obvious: Means of egress doors must be readily distinguishable from the adjacent construction and finishes, so such doors are easily recognizable as doors. Mirrors or similar reflecting materials shall not be used on means of egress doors. Means of egress doors also shall not be concealed by curtains, drapes, decorations, signage or similar materials. (IBC Ch. 10 Section 1010)

That means you can't have false doors, hidden doors or secret doors in the means of egress. Anyone should be able to tell you it's a door and it's marked as an exit.

Accessible: As stated earlier, the path of egress that leads to the door must maintain the approved clear width. The size of the door must provide a minimum clear opening width of 32 inches when the door is open to a 90-degree angle. Most doors are ordered 36 inches wide to leave enough space for the locking hardware to sit off the door while still maintaining a clear opening width of 32 inches (excluding Group I-2 because of the necessary extra width for hospital beds).

Hopefully, you aren't taller than 6 feet, 6 inches, because 80 inches is the minimum clear opening height for doors. Most doors are 7 feet tall to make space for maglocks and other door hardware that might be in the door frame. There can't be any projections (hardware) lower than 34 inches above the floor, and the projections above 34 inches shall not exceed 4 inches off the face of the door. We wouldn't want anyone to get caught up or snagged on a lever or exit device when they try to escape. (IBC Ch. 10 Sec.1010)

If a threshold is at the doorway, it can be a tripping hazard, so make sure any threshold doesn't exceed three-quarters of an inch in height, and make sure the threshold is beveled with a slope no more than 50%. Most manufacturers specify which thresholds are appropriate for access and egress doors.

Door locking hardware can't require tight grasping, pinching or twisting of the wrist to operate. A good rule of thumb is that you should be able to open egress doors by using one closed fist.

Easily Operated: Egress doors must be of the pivoted or side-hinged swinging type. Most swing in the direction of egress, but that isn't required generally. (The Egress Calculator will let you know whether out-swinging doors are required.) Other than fire doors, the force for pushing or pulling open an interior swinging egress door shall not exceed five pounds.

This five-pound opening force can be a feat to overcome if you're dealing with stack pressure. Use a door-pressure gauge to determine where your interior egress doors fall short. The quality of the hardware on these doors can make a big difference. If your door sags or binds in any way, you'll struggle to get that five-pound opening force. You can reinforce hinges or shim them to help your door to move smoothly. The door closer should be adjusted properly, and locking hardware should run smoothly. Replace and maintain as necessary.

Egress doors must be readily openable from the egress side without the use of a key or special knowledge or effort, and the unlatching of any door shall not require more than one operation. That means STOP adding extra locks to your egress doors. If you're concerned about back-door security, install a multipoint

» This double exit door has taken more than its share of abuse.

» Exit doors are blocked by pylons.

lock that still meets this code requirement. As we learned from the Triangle Shirtwaist Factory fire, you CAN NOT LOCK PEOPLE IN YOUR BUILDING! (Check IBC Ch. 10 Sec 1010 for special cases and exceptions, such as delayed egress.)

3. Exit Discharge. After following all the clear and lit signage through all exit access and exit doors, you'll come to the exit discharge — the path from an exit to a public way, such as a street or alley. Again, make sure that this path is well-lit and clear of barriers and fences.

When the egress audit is complete, you probably will have a list of notes or violations that should be addressed as soon as possible. Don't procrastinate on life-safety code violations. It's called The Life Safety code for a reason. Chances are you won't have to use that particular means of egress yourself, but you don't want to sign off on an issue that could lead to loss of life.

Let's recap the steps of the egress audit once more.

- Use the Egress Calculator to understand the Occupancy Group and code compliance that comes with it.
- Start your audit anywhere in a facility, pretending to be a person who might have to make an emergency evacuation. Follow the means of egress, and call out any problems along the way.
- As you pass through egress doors, remember that these doors have to be obvious, accessible and easily operated. This isn't Harry Potter and the Secrets of Egress!
- At the exit discharge, did everyone make it out safely in a timely manner?

The means of egress can be a "mean" project to tackle, so I hope that this guide can help to make the consistent maintenance and inspection process a little bit more manageable.

Benji Bolick, The Door Dork, is senior digital communications specialist at ASSA ABLOY Opening Solutions and is "obsessed" with doors and hardware. Check out more of his content and join the Door Dork community on LinkedIn: Benji Bolick the Door Dork #doordork

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by Allan B. Colombo

The Importance of Access Control Accessories

Sometimes, it's the less well-known products that make for a successful EAC system.

» Alarm Controls DL-1 door cord

When we think of electronic access control (EAC), we typically think in terms of host computers, cloud-based SaaS platforms, printers, network bridges, PoE Switches, readers and the many types of credentials that clients might want.

"We rarely give the accessories much thought, not to say we ignore them altogether," says Nick Markowitz, owner of Markowitz Electric & Integration in Verona, Pennsylvania. "But when you stop and think about it, much of the top end rides on the effectiveness and quality of the accessories at the bottom. This is where the wear and tear on an access system really occurs."

In this story, we'll present a few of the accessories that are used every day, sometimes without a thought about it. We'll look at common demands, cures and best practices with regard to these accessories.

Security Starts at the Door

Security pros know and understand the importance of each and every perimeter door in a customer's commercial, industrial and institutional facility. Because these doors get a lot of wear and tear, so do the accessories on them.

Probably one of the most notorious accessories for this is the ordinary door cord that links door-mounted electrified locks, strikes and other devices to an EAC door controller. For example, many EAC system designers might call for rubberized door cords. This is particularly true of installers or companies that began their work in security within the commercial intrusion-detection portion of the industry. In this venue, rubberized door cords are common.

» Adams Rite 4612 Power Transfer Device

"Eventually, rubber door cords can fray or pull out of the end caps," Markowitz says. "That's why it's wise to use metal armored door cords. I rarely have to replace one, which means the doors I place them on work longer without a problem, and my customers like that."

An example of this is the steel-jacketed door cord, such as the 18-inch DL-1 or the DL-2 made by Alarm Controls, an ASSA ABLOY company. Whereas the DL-1 uses plastic end caps, the DL-2 uses caps made of an aluminum alloy. This type of cord resists abrasion and physical damage for longer periods than rubberized counterparts.

In place of externalized door cords, you can install transfer devices on the hinge side of the door. This is useful when the type of activities that occur at an opening warrant extra protection. Adams Rite, another ASSA ABLOY company, offers the 4612 Power Transfer Device, which is designed to channel electrical power from the door frame into the door itself. This is handy when it comes to powering and controlling locks and exit devices while limiting wear and tear.

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» Dortronics ML-1100 maglock

Special-Order Devices

EAC systems rely on electrified locks to secure crucial entry points on a building's perimeter. Although traditional electromagnetic locks typically aren't thought of as an accessory, when mainstream models don't work on a specific door, special-order maglocks might be necessary.

"To me, an electrified lock is something you have to choose, so it falls within the realm of an accessory," says Steve Norch, owner of Bierly-Litman Lock & Door of Canton, Ohio. "It's kind of like having a car. Yes, the car has tires when you buy it, but sooner or later, they're going to wear out, and you're going to have to choose another set."

One example is the Dortronics ML-1100 Mortise Lock & Pull. Rather than install a large, gaudy maglock atop an aluminum glass door, this narrow, shallow version is recessed into the edge of a narrow aluminum door frame. It measures 10-7/8-by-1-1/2-by-1-3/8 inches. The other thing is, instead of installing an external maglock atop a door, which might allow access through racking, this lock mounts behind the door pull and provides 1,000 pounds of holding force.

On the electric-strike side of special-order electrified locks is the SD-991A-D1Q Mini No-Cut Electric Door Strike manufactured by SECO-LARM. This 12VDC, nonhanded electric strike converts cylindrical locksets into an electronic access-controlled locking system that features fail-secure operation. The best part is, you won't have to install other required door accessories to comply with local and state fire codes as you do when using a maglock. This is because egress is achieved through an instinctive, single action by using the mechanical lockset itself.

Outdoor Devices

There are plenty of outdoor applications where electrified locking hardware is necessary. One such application is that of outdoor pools. Not only must an electrified lock be waterproof, but it also most often must fit on or into a narrow gate. In addition, it should be vandalproof, all of which make it a tall order to fill.

"If it's a pool, most of the time they must have a panic egress to get out, like the hotels and such," Norch says. "They [often] use a panic bar with a rim strike. We use the SECO-LARM [electrified] strike. We installed one at a local country club where the fence is only four feet high. We couldn't really do the panic bar for egress, so we installed a pedestal with a kill button on it. In this case, we ended up using a maglock. Even though

Mobile Apps as Accessories

There's a powerful electronic access control (EAC) accessory that many people want because of its convenience: the mobile app.

"A mobile app is an important accessory," says Steve Norch, owner of Bierly-Litman Lock & Door of Canton, Ohio. "This is because a typical client will ask, 'How can I work remotely, especially from a phone?' A mobile app is the ideal accessory, because not everyone is sitting at a desk when they need to release a door. Everyone wants an app that they can pull up on their phone and let people in or to identify abusers."

Norch says Bierly-Litman uses a good bit of Alarm Lock products, and the company's mobile app is a powerful sales tool for him.

As with all products you consider taking on, be sure to test the app and do it well. The last thing you want is to invest your hard-earned money and time in a product line that has an app that's difficult for the average person to understand and use. Most marketing departments will make sure you can watch a video or opt for a live demo.

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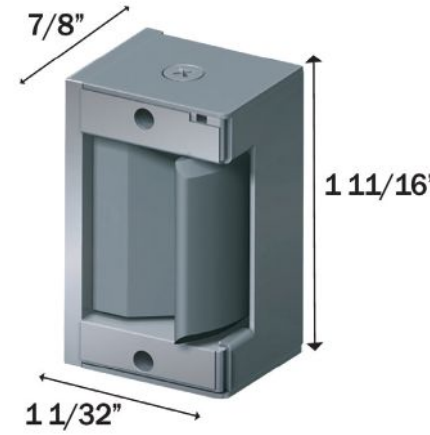
a weatherproof maglock doesn't match up perfectly, it's strong enough to hold the gate in place."

Trine Access Technology also manufactures an outdoor-rated electrified gate solution — the EN400CMRP. It comes with a gatebox that essentially works in tandem with a common, ordinary mechanical cylindrical or mortise lock when one is employed. Replacing this type of lock eliminates the necessity for a key, which allows the hotel or other business to automate the EAC process by using an access reader and credential. The electrified latch can be used with a rim panic exit device as well, as Norch notes.



» The Trine EN400CMRP is an outdoor-rated electrified gate solution.

Seeking Support

Many accessories provide support for maglocks, electric strikes and solenoid locking hardware. One is the full-wave bridge rectifier that allows you to replace an old AC door strike with a DC model.

» SECO-LARM SD-991A-D1Q Mini No-Cut Electric Door Strike

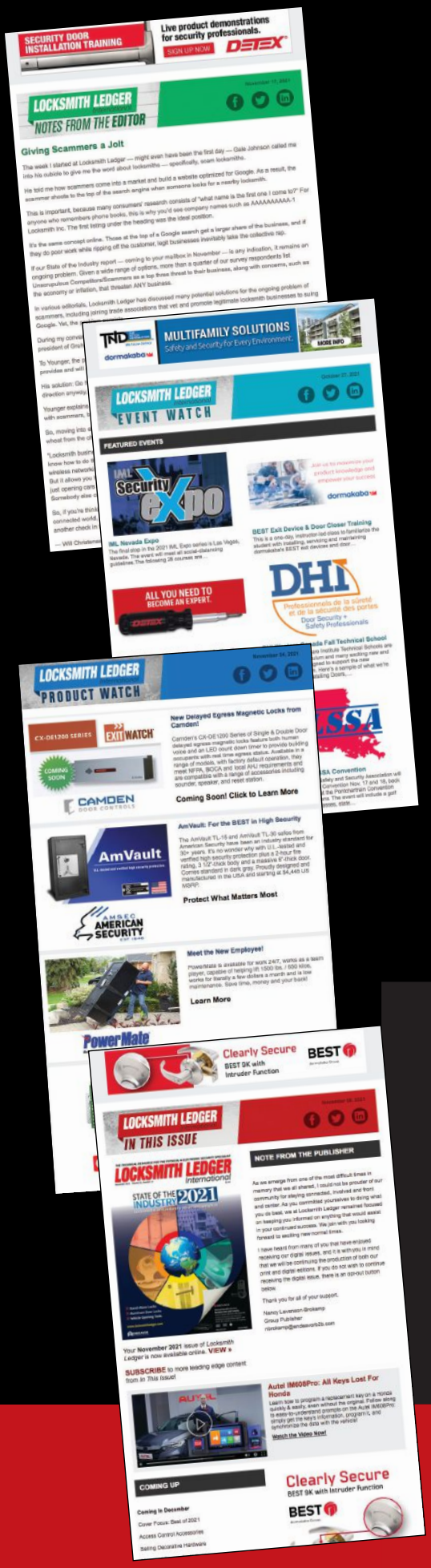
"You can replace the AC transformer with one that has a DC output, which I sometimes do, but it's also possible to leave the existing AC transformer in place by installing a simple and easy-to-connect rectifier," Markowitz says. "A rectifier simply converts AC into a DC voltage. But it's important to be aware of the voltage of the existing transformer."

Examples include Adam Rite's 4603 Rectifier and Trine's LC100, which convert low-voltage AC current into DC of the same voltage. You simply install the device in the low-voltage line between the existing transformer and the new DC-powered strike. Because of its full-wave, bridge design, the rectifier delivers 2 amps of quality DC voltage.

There's one possible problem with doing this, however. AC-operated strikes typically buzz; DC models typically don't. That might not be an operational problem for you as an installer, but for the end user, it certainly can be confusing. How is a user to know when the door is unlocked if they can't hear it? One solution is to install a small sounder, such as a piezo-alert or miniature buzzer, in the frame with the strike, so when it's activated, the user will hear it. Trine, SECO-LARM and Adams Rite, among others, offer small sounders for this purpose.

In closing, the list of EAC accessories is endless, certainly longer and more diverse than we have room to cover in this story, and the list of manufacturers that offer them is just as big. Thus, sometime in the future we'll do a follow-up on the many additional accessories and manufacturers that work to make our lives easier as locksmiths and help us to install more-effective EAC systems.

Allan B. Colombo is a longtime trade journalist and professional in the security and life-safety markets. Contact him at locksmith.ledger@securityenews.com, 330-956-9003 or www.tpromocom.com.



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by Wayne Winton

Safes 101: An Introduction to Safe Opening

Doing your due diligence ahead of time is as important as the techniques you use while on the job.

» Image 1: A wide range of tools is necessary for a safe-opening job.

When it comes to safe opening, there's more to the job than just technique. In this article, I'll try to cover all the bases of opening residential safes.

For a safe technician, the most important part of the job is to make sure you open the safe for the owner or legal guardian. Opening a safe for the wrong person easily could get you sued or thrown in jail and be a career-ender.

Before I accept any job, I have a thorough question process. A photo ID is required for any opening, and I like to get this in a text or email before I accept the job. This weeds out any questionable customers and jobs. Acceptable forms of identification include mail with an address, a passport or other government-issued ID.

I often ask what's in the safe as well. The contents of the safe should match the given description, and it's important for job considerations as I'll note shortly. If I detect any red flags, I won't do the job.

» Image 2: This First Alert safe opened by using the technique known as safe bouncing.

The phone conversation to collect information is where it all begins. I ask a lot of questions: When was the safe last opened? By whom? Has it been giving you trouble? How? Did you change batteries? Did you use a better brand of batteries? I also ask multiple people what the combination was. Do they all match? Can you think of anything that happened to the safe recently to cause the lockout? Was the safe recently moved? Did it fall?

I then walk the customer through the dialing process for a mechanical dial or keypad lock to ensure we have eliminated user error. After I have all the information I can extract over the phone, I'll request pictures — a lot of pictures! I want pictures of the following: the entire safe, hinges, lock or dial, handle, serial number, front, back and sides. I'm looking for damage and notable characteristics to properly identify the container.

The Right Tools

After we have a good customer who has no red flags and a good ID on the container, we can formulate a

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plan. Here's a list of tools I use for my safe openings (Image 1):

- Knowledge via a safes database, yours or one that's purchased
- Drill, corded or cordless
- Drill bits. Nearly all of the small home safes will be mild steel that can be drilled by using common HSS hardware store bits. But be prepared and have some safe bits as well. There are some sleepers out there.
- Scope, a hard scope or video scope
- Repair pins
- Wire probe

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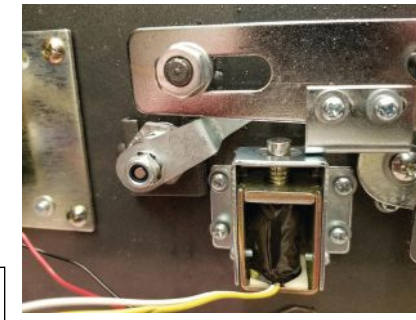

» Image 3: A small solenoid lock prevents the bolt work from passing in some safes.

- Regular lock picks, HPC tubular lock pick, cruciform pick

A qualified locksmith or safe technician will NOT use the following tools unless there are extreme conditions, such as mechanical failure or a burglary attempt: hole saw, Sawzall, circular saw, pry bar or sledgehammer. Don't destroy the customer's property!

A tiny one-quarter-inch hole or less is all that's necessary for a true professional, and that can be repaired easily. I can't stand when techs pry or cut open containers because the customer said, "We don't care what you do; just open it." Any hack or handyman who has a pry bar or hole saw can open these safes, but it's talentless and puts a huge blemish on the industry. Don't contribute to the unprofessional tactics used because of a lack of knowledge or because it's "easier."

For Openers

Let's discuss the common types of locking devices in most modern home safes and a few ways to defeat them:

- Solenoid lock: A small solenoid lock prevents the bolt work from passing.
- Mechanical body lock, normally three wheels: Wheels are shielded in the housing.
- Direct entry/straight tail wheel pack: The bolt work slides directly in a wheel pack.
- Motor-driven bolt work: no handle normally.

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» Image 4: Shocking the solenoid overpowers the spring and allows the handle to pass by.

» Image 5: After you peel back the paper label on the safe, use your drill and angle slightly in.

- Full-size electronic lock: full-size lock body and footprint.
- Full-size mechanical lock: full-size lock footprint.

Each of these types of locks can be defeated in their own way. Here's an example of how to open a solenoid lock in a First Alert safe. (Image 2) One technique is known as safe bouncing. The idea is to make an impact with the safe against a hard surface. This creates a brief second where the plunger is shocked down, which overpowers the spring to allow the handle to pass by. (Images 3 and 4).

This can happen by doing everything all at once or by applying light pressure on the handle and performing multiple impacts, repeatedly. By picking up the

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safe and dropping it, you shock the solenoid, which overpowers the return spring so the bolt work passes by.

Don't worry about damaging the safe by using this method. I've never had a safe fail this way, but you should be more concerned about what's inside the safe. If the contents are fragile or a gun is in the safe, I won't use this method. That's why it's important to ask the owner what's inside ahead of time.

A different approach is to put light pressure on the handle and slam the safe multiple times to gradually force the solenoid pin down. Both methods work well; it's just personal preference. Keep in mind that most newer safes have corrected the issue, so safe bouncing won't work all the time. This is where correct identification of the safe is key.

Other Methods

Now let's look at opening a mechanical lock by using a practically undetectable three-sixteenths of an inch drill bit for direct entry under the label. No special drill bits are required; simple hardware store bits for metal work just fine.

You'll want to have a scope of some kind. If you don't have a borescope or medical-grade scope, which can be expensive, the little inspection cameras for your phone will work. I prefer the crisp, clear view of my 30-degree medical-grade scope. This also allows me to drill a much smaller hole that's less detectable.

Start by carefully peeling back the paper label on the left-hand side of the safe. Then use your drill and bit, start at what would be 75 on the dial if you could see it, or the left side just outside the dial ring, and angle slightly in. (Image 5)

When you poke through, pull the drill out and insert the scope. You should be able to see the wheel pack clearly. Simply align the gates or notches on the wheels so the bolt work can enter the wheel pack, and the safe will open. (Image 6)

The best part of this safe-opening technique is you can fill the hole with

» Image 6: After you align the gates or notches on the wheels so the bolt work can enter the wheel pack, the safe will open.

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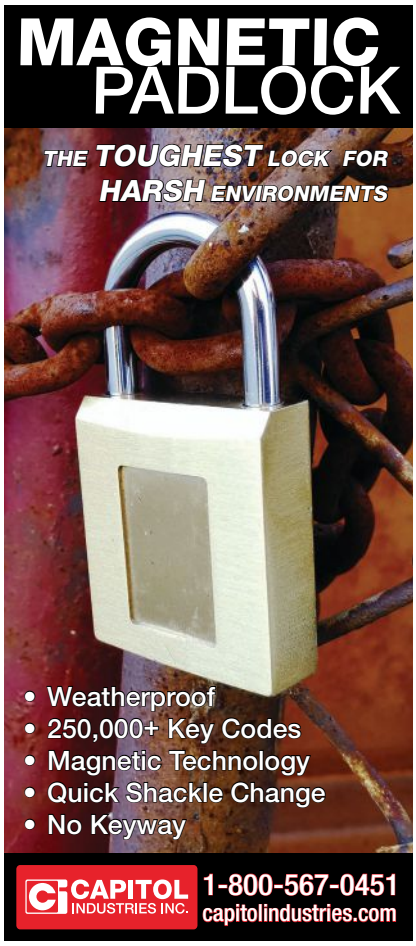
» Image 7: The mark of a good safe professional is restoring the safe so only another professional will know you were there.



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a taper pin or steel stick and use a little glue to stick the label back in place. Only another professional will know you were ever there. Remember, it's not always about the open. It's how you leave the container that will determine how you're remembered by the customer. Anyone can trash a steel box, but only a professional can open it and repair it so no one knows it ever was touched. (Image 7)

These are examples of openings for containers that most likely had lost combinations. Let's look at something more challenging. In this case, I had a Sentry safe SFW205EVB and an emergency open. The owner put too much in the safe, and the safe was overstuffed with cash and coins, to the point where the bolt work bound up and made the handle strip out.

This type of opening can drive a tech crazy, because you have to spot clues to figure out the problem. There was absolutely NO movement in the door, so the owner got frustrated and stripped the handle as well. The lock worked after it was open, but it already was a lost cause. The customer had to open the store for business that day, and all the cash was in this fire container. By using a ratchet strap and hammer or block of wood, I released the pressure on the bolt work to open the container. At least no pry bars were used! (Image 8)

» Image 8: A ratchet strap and hammer was used to release the pressure on the bolt work to open the container in this case.

» Image 9: When you use a drill, you have to repair the hole.

Fixing a Hole

Now that we have discussed a few different openings and types of locks with methods to defeat them, let's talk about the repair after the opening has been completed. (Image 9) We already saw one example of how to repair a small home safe.

A common type of repair is to use a Keedex taper pin. Select the proper size taper pin. Leaving a piece of tape over the hole will prevent oversanding the rest of the safe.

Take your taper pin and hammer the pin into the hole aggressively until it's seated as far as it can go without denting or bending the container. Use a Dremel tool or grinder to cut that pin flush on one or both sides, depending on how deep it goes. Be mindful of the sparks produced so you don't damage the customer's property.

After the pin is cut, flush and ground flat, I like to use JB weld, steel

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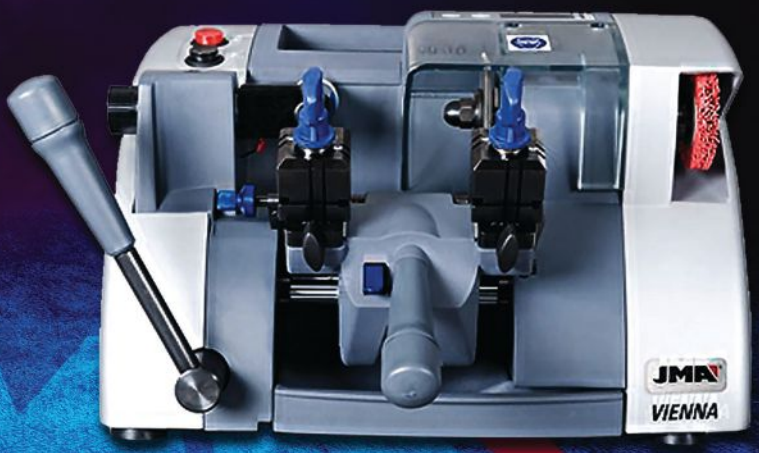

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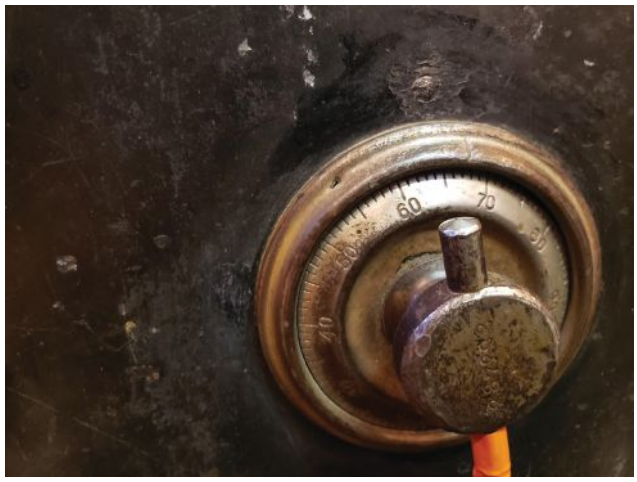

» Image 11: A little touch-up paint completes the repair.

stick epoxy or bondo to smooth out gaps. (Image 10) A good 80-grit or less sanding block can be used to blend the surfaces. Finally, a little touch-up paint will complete the repair. I keep several fingernail-polish-size containers of automotive paint, which range from black to white to touch up or to mix in some cases to best match the container. (Image 11)

It's Business

Now that you have seen a few common (and some not so common) openings, let's discuss pricing for your new professional skill set. If you provide professional work, then charge professional prices.

I charge a flat rate and add 50% for burglarized safes. My minimum safe open is $250, even if that consists of a simple battery change and user error. My rates vary but a rough ballpark:

- Home safe average $250+
- B rate safe $350+
- Gun safe $385+
- TL 15 safe $650+
- TL 30 safe $850+
- TL 30 X6 safe $1,200+

Knowledge and tools to sharpen your skill set are expensive and time-consuming. Do professional work and charge professional prices.

» Image 10: Use steel stick epoxy or bondo to smooth out gaps, and leaving tape over the hole will prevent oversanding.

Wayne Winton is the owner of Tri-County Locksmith Services, located in Glenwood Springs, Colorado. For high-definition videos of safe-opening techniques discussed or if you would like to take one of my safe-opening classes, please scan the QR code to access my online video-based training program. I offer four classes: Professional home safe opening, Gun safe opening, Antique safe opening and Introduction to TL rated safe opening on my private, vetted secure page, waynes-lockshop.com.

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"With the help of our 360-degree online tour, universities will be able to visualize how door security solutions can be used to address everyday challenges, from ADA compliance to classroom scheduling and residence hall security," says Jeremy Saline, senior director of business development, ASSA ABLOY Opening Solutions Americas. "Our goal is to make it as easy as possible for universities to understand how they can improve safety and security on their campuses."

View at: virtualcity.assaabloydss.com

Alarm Lock Gives Away Harley-Davidson

Alarm Lock Harley-Davidson giveaway

Alarm Lock, a division of NAPCO Security Technologies, recently awarded David Nolan of R.J. Lock & Security the winning prize from its popular Number Ones Trilogy T2 Contest. The contest, named to play off the popularity of Alarm Lock's No. 1 push-button access Locks in their class and the Harley-Davidson motorcycle's No. 1 status in its, ran through June. Nolan was chosen out of all the lock professionals who registered purchases of a T2 Series DL2700/DL2800 Trilogy lock from a participating distributor nationwide.

On Oct. 19, Peter Lowenstein, Alarm Lock vice president of sales, presented Nolan with his new Harley-Davidson Sportster motorcycle at his local Rommel Harley-Davidson dealership in Smyrna, Delaware.

"We've been using Alarm Lock Trilogy locks at R.J. Lock & Security for 25 years," Nolan says. "I was shocked when I received the call that I won the contest. I've been a bike enthusiast all my life. In fact, I just recently sold my bike, so this was a wonderful surprise! They [Alarm Lock Trilogy] are the only locks that stand up to the brutal conditions of the East Coast beaches."

For more information, visit www.alarmlock.com.

People in the News

Chiavacci

Dordal

Kaba Mas, a global security and access control products manufacturer specializing in government use and a subsidiary of dormakaba, has named two global security experts to its board of directors. **Michael Chiavacci** is the chief revenue officer for 3SI Security Systems, and **Peter Dordal** is the president of Gardaworld Federal Services.

"I am delighted to appoint Mike and Pete to the Kaba Mas LLC board of directors," says **Alex Housten**, chief operating officer for dormakaba. "Both are accomplished security industry experts. Mike brings proven expertise in technology, digital innovation and product development. Pete contributes significant experience in sales, market development, national security and compliance."

For more information, visit kabamas.com.

Chiles

DiRico

Aiphone has announced the creation of a National Account Team. **Michelle Chiles**, who oversees the West Coast, and **Robert DiRico**, who oversees the East Coast, recently assumed the position of national account managers for their respective region.

"One of our business goals at Aiphone has always been to understand and consider the needs of our customers, along with offering superior service," says **Stephen Martorano**, director of national accounts, Aiphone. "The creation of the National Account Team will provide customers with a seamless process for projects that span multiple geographic regions."

More info: www.aiphone.com/home/sales/national-account-team

Marks USA Lectra Electrified Locks

Marks USA introduced labor-saving Lectra electrified locks, which are aimed at stairwell doors, mantraps, hospitals and receptionist buzz-in applications. Mortise and cylindrical solenoid-operated locks are offered in 12 or 24 VDC. Durable Grade 1 Lectra locks feature easy and clean installation, which saves time and labor over electric strikes, and concealed latches for better security. Fail-safe and fail-secure models are offered. Lectra mortise models have various modes of operation, request to exit (REX) and a key-override switch or latchbolt sensor. Lectra locks are ADA-compliant, meet ANSI/BHMA 156.2 and are UL listed for a 3-hour fire rating. Marks USA products carry the Marks exclusive lifetime mechanical warranty.

More info: www.marksusa.com

» *Request Information: www.locksmithledger.com/21240652*

Xhorse DOLPHIN II XP-005L

Xhorse has announced an updated version to its DOLPHIN key-cutting line aimed at automotive locksmiths. The DOLPHIN II XP-005L has several new features, including an angle-adjustable 5-inch capacitive touchscreen and a protective shield.

A new more universal M5 clamp cuts standard single- and double-side keys as well as multiple laser-cut variations. (Additional optional clamps will cut Tibbe and single-side residential keys.) The M5 clamp takes the place of M1 and M2 clamps that had to be replaced frequently. The machine's built-in database covers more than 100 automotive brands, 2,000 vehicle models and 20,000 key codes.

The DOLPHIN II XP-005L is battery-powered and has a handle for portable transportation. It supports all-keys-lost functionality as well as key duplication, cut by bitting and find bitting. It also can be controlled via the Xhorse app and can be upgraded online through built-in Wi-Fi connectivity.

More info: www.americankeysupply.com or mwkeyless.com

» *Request Information: www.locksmithledger.com/21244416*

Viking Touch-Free Door Entry Phones

Viking Electronics' popular VoIP SIP entry phone, aimed at gates, office suites and delivery doors, now has a touch-free option. The E-30TF-IP entry phone replaces the standard push-button with a motion sensor to reduce the transmission of germs, bacteria and viruses from the shared use of a physical button.

When the motion sensor is activated, the built-in five-number auto dialer calls through all programmed numbers until the call is answered or a lap counter expires. A programmable onboard relay can perform actions, including activating a door strike, camera, strobe light, etc. The E-30TF-IP is designed to flush-mount by using an included back box, or the unit can be surface-mounted to a wall or pedestal by using a VE-5X5 surface-mount box, sold separately.

More info: vikingelectronics.com/products/e-30tf-ip

» *Request Information: www.locksmithledger.com/21241444*

LockeyUSA 2835-Adapter for Vinyl and Ornamental Gates

LockeyUSA has introduced its latest innovation, the 2835-Adapter for Vinyl and Ornamental Gates. The 2835-Adapter brings the security, convenience and reliability of LockeyUSA mechanical keyless locks to the gate without the necessity for a gate box or welding.

The 2835-Adapter was aimed at retrofitting keyless gate locks and designed to work on a wide variety of gate formats. The 2835-Adapter installs on gates that range in thickness from 1-3/4 inches to 5 inches without requiring an extension kit and can accommodate gate gaps of 13/32–1-1/2 inches wide.

The 2835-Adapter is compatible with the 2835 Mechanical Keyless Lever Lock and 2830 Mechanical Keyless Knob Lock, and it accommodates single- and double-sided combination locks, sold separately. The 2830 and 2835 are auto-locking and equipped with a passage function. LockeyUSA mechanical keyless locks are backed by a lifetime mechanical warranty.

More info: www.LockeyUSA.com

» *Request Information: www.locksmithledger.com/21244119*

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Job responsibilities include:

- Servicing, repairing and installing all door hardware, including fire rated exit devices, closers, mortise, and cylindrical locking hardware;
- Understanding of NFPA 101 and NFPA 80 life safety and fire codes, and the ability to locate and research needed materials associated with job.
- Providing cost estimates and proposals.
- Working knowledge in key bittings array for small format master keying, pinning of cores, ability to research and collect information pertaining to customer needs.

Minimum Experience/Education:

- High school diploma or equivalency; or demonstrated possession of the competencies necessary to perform the work.
- Knowledge and skills necessary that relates to large keying projects, such as new buildings and renovations..
- Knowledge of following key pinning charts, pinning cores, and using keypunch machines.
- 3+ years locksmithing experience preferred.

Link to job posting: https://jobs.ncsu.edu/postings/137577

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Calendar

» MARCH 2022

March 9-11: IML California Expo, Universal City, California. Classes March 9-10, Expo March 11. Preregistration will open in early 2022. More info: www.imlss.com

March 22-25: ISC West, Sands Expo Center, Las Vegas. More info: www.iscwest.com

» APRIL 2022

April 4-9: Safetech 2022, Lexington, Kentucky. Classes April 4-8, trade show April 9. More info: www.savta.org

April 13-15: IML Washington Expo, Renton, Washington. Classes April 13-14, Expo April 15. More info: www.imlss.com

April 20: Security Canada East, Laval, Quebec. Additional dates and locations: Security Canada West, June 22 in Richmond, British Columbia, and Security Canada Central, Oct. 19-20 in Toronto. More info: www.securitycanada.com

April 24-29: SHDA Industry Advancement Summit, Frisco, Texas. More info: www.shda.org

» MAY 2022

May 27-28: Just Cars Auto Expo 2022, Arizona Grad Resort & Spa, Phoenix. More info: www.justcars.us

» JUNE 2022

June 22-24: IML Colorado Expo, Denver. Classes June 22-23, Expo June 24. More info: www.imlss.com

» JULY 2022

July 24-30: ALOA 2022, South Point Casino, Las Vegas. Classes July 24-28, Security Expo July 29-30. More info: www.aloa.org/convention

To submit your events, email epike@endeavorb2b.com.

10 YEARS AGO

The 2011 National Average Price Survey showed that locksmiths charged an average of $66 for service calls and an average hourly rate of $45. Tim O'Leary wrote about telephone intercom systems, now mostly replaced by newer technologies. Gale Johnson offered tips for servicing **Kaba** Simplex mechanical push-button locks. Jerry Levine installed the **Trine** 4850 surface-mount electric strike. Steve Young discussed the challenges of servicing the 2000–2007 Ford Focus. The trunk lock and ignition lock were designed to be replaced rather than serviced. Gale Johnson was an early proponent of recurring monthly revenue, writing in his editorial, "Successful locksmiths of the future will be those who change from dependence on mistakes made by the public, such as lockouts, toward selling and installing new replacement security products for those products that have been made obsolete by time. Developing recurring-revenue customers and training yourself about every new electronic security product are the two best ways toward future prosperity."

20 YEARS AGO

Tools of the Trade was the topic of the December 2001 issue. Tim O'Leary listed important tools for doing electronic installations. Jerry Levine picked out some interesting tools for automotive locksmithing. Tom Gillespie reported on the latest lock-servicing tools from **PRO-LOK**. Jerry Levine also tested the **HPC** MasterKing computer program. Gale Johnson reported on the new Honda sidewinder system for 2002. Honda later extended the sidewinder system to most models. Jerry Levine detailed how to service the new Ford ignition locks, which no longer were equipped with a sidebar. Dick Zunkel offered servicing ideas for exit devices that used electronic latch retraction. Greg Drake described code-compliant exit devices from **Detex**. Tiny showed lock-servicing procedures for a 2001 Chevrolet 1500 pickup. Ledger reported on the new **LA GARD** dual-hand swingbolt safe lock.

Selling the Right Safe for the Right Application

» Safe showroom

A well-appointed safe showroom provides the image to the customer that there are choices available even if there aren't a lot of safes. If possible, obtain examples of safe locks, cutaway sections of safe bodies, color and finish charts, etc. that provide an opportunity for the customer to understand some safe basics. Add a picture or two and some homey touches to create a comfortable shopping environment for the customers.

Important rule #1. Most customers think there is only one kind of safe. There isn't one kind of safe. There are fire safes and burglary safes and composite (fire and burglary) safes.

A fire safe protects the content against heat for a period of time. There are media safes, data safes and fire boxes designed to protect paper. A burglary safe provides protection against forced and surreptitious entry for a period of time. Some safes provide the greatest protection from frontal attacks. There are safes that provide equal protection on all six sides.

Important rule #2. No one ever has bought a safe that's too big. Customers come into your showroom usually wanting the minimum safe. If they end up buying the minimum safe, they will almost always outgrow it, become unhappy and blame you.

Important rule #3. Never provide free delivery. If you offer free delivery, everyone will take it. If you sell 20 safes, you have to deliver 20 safes. If you charge for delivery, about 50 percent of the buyers will pick up their safes.

If you deliver, set your fees on the weight of the safe and include a mileage radius. In a large metropolitan area, such as Los Angeles, basic mileage can be about 25 miles or less. If you're in a smaller city or rural area, mileage can be 100 miles or more. This is because of traffic. In a heavily populated area, driving 25 miles can take as much time as driving 100 miles in a rural area.

Read the full article online at www.locksmithledger.com/10448092

The Back Page and You!

If you come across a story that you would like to see on the Back Page, feel free to send it in! Please send all responses to: wchristensen@endeavorb2b.com and epike@endeavorb2b.com with the header Attn: Back Page

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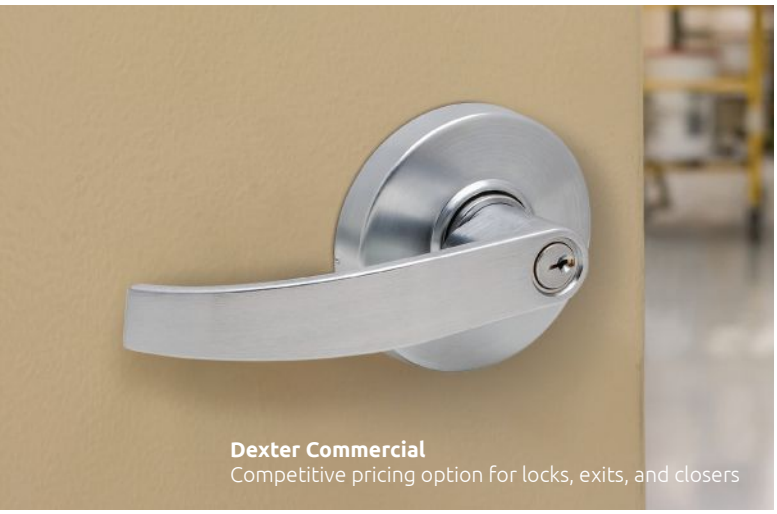

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